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Agent Features:  
Cathleen Callen  
Kim Scott

Partner Spotlight:  
ComforTemp Heating  
& Air Conditioning

Fall Event:  
Photos on page 36

## *Jennifer* **Drohan**

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**TOP 150  
STANDINGS**

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

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Director of Partner Success and Editorial Content



**Melissa Lopez**  
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**Katherin Frankovic**  
Photographer



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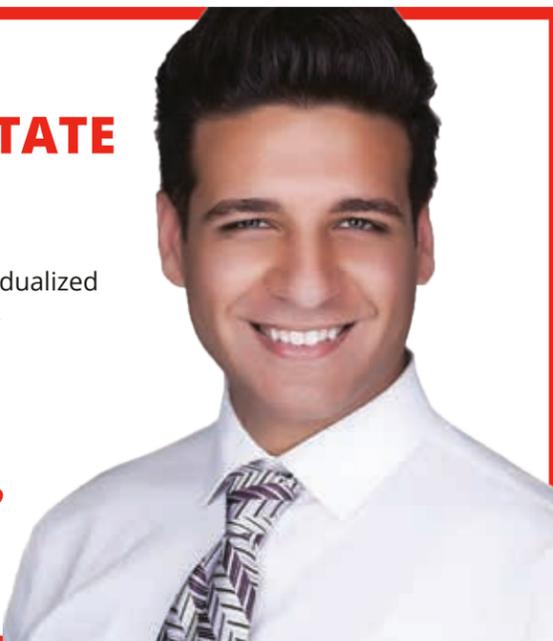
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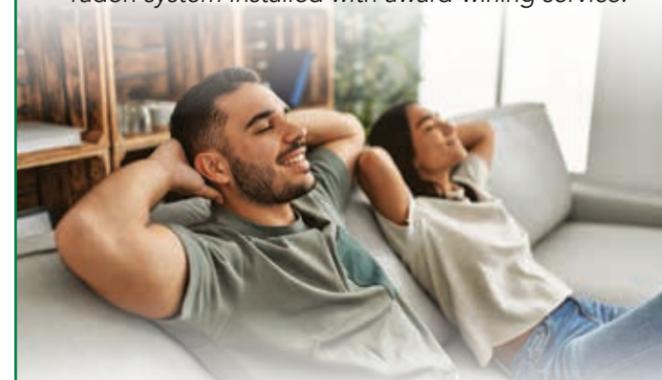
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PUBLISHER'S  
**NOTE**

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 *DuPage 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 36 at Alter Brewing Company in Downers Grove.



**Andy Burton**  
 Publisher  
[andy.burton@RealProducersMag.com](mailto:andy.burton@RealProducersMag.com)

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agent feature

By Lauren Young  
Photos by KDE Photography

# KIM

# SCOTT

“LEEDS” BY EXAMPLE



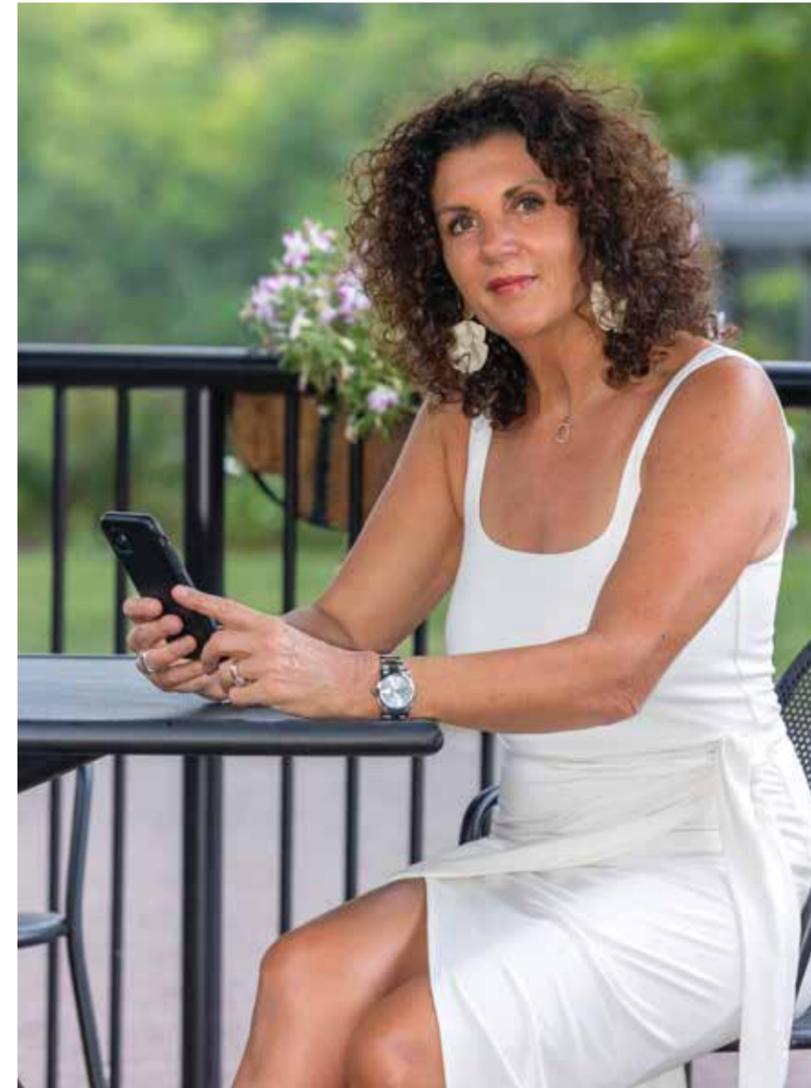
**“In the UK, I always had demanding customer service and people-oriented jobs,” says REALTOR® Kim Scott of @properties in Naperville. “It was imperative [to me] to end up in that kind of environment.”**

After studying business and hotel management at Leeds University, where she met her husband, Guy, she served as a regional manager for health clubs and Bass Brewery’s pubs and restaurants. In 2001, Kim, Guy, and their two young children moved from London to the US.

“We thought we’d live here for two years, maybe five at most,” says Kim. “But we enjoyed our lifestyle and met some fabulous friends. Ultimately, we found it hard to even think of returning to the UK.”

Not wanting to stay at home, Kim considered her future career prospects. She could have returned to hospitality, but found the job of a REALTOR® intriguing.

“When our real estate agent met us at the airport and showed us homes, I enjoyed getting to know the different areas and subdivisions,” she says. “I thought it would be a great way to meet people, discover new areas, and get into the American way of life.”



Kim was also attracted to the flexibility and variation of the work. And since it was a new industry to her, she thought it would be an exciting, demanding challenge. In 2005, she earned her license and started as a full-time broker. Because she came to the US not knowing anyone, Kim thought there would be no better way to build relationships than to do so through her profession.

“I guess my biggest achievement was beginning with no connections, and moving to an 80 percent referral-based business,” says Kim. “Each day, my husband would ask me what I was going to do that day. I would answer, ‘I’m going out to meet some new friends.’”

Now, nearly two decades later, Kim still enjoys meeting new people, and she’s built up her network so much that she’s now helping a second generation of home buyers.

“I have sold homes to many of my friends and their family members, and now I am working for their children as first-time buyers,” she says. “I take that as a huge compliment—that I’m trusted with the children of past clients.”

While Kim started out on her own, she has since added key comrades to her team. Kim’s husband has joined the team and so has her son, Will. The trio have different strengths and areas of expertise, and that has given Kim fresh enthusiasm for the business.

“My son is based in the city, which he knows very well, and so does my husband, since he worked there for eighteen years,” says Kim. “It’s exciting now that I have my family working with me. Best of all, I’m the boss.”

On or off the clock, Kim prefers to stay busy. "I don't know what to do with myself when I'm quiet," she explains. Outside of work, Kim and her family spend time traveling together, exploring new places and restaurants, and engaging in new experiences. Kim remains an active runner, competing in one or two half-marathons each year. She's also fallen in love with her new local community and running along the Naperville Riverwalk, which she does as often as she can.

**"We are all in this together...I'm passionate about keeping a solid reputation amongst my peers, colleagues, and clients."**

Along with continuing to serve her new and next-generation clients and increasing her referral-based business, Kim looks forward to passing along her knowledge to her son and other up-and-coming REALTORS®.

"We are all in this together. There are some fabulous agents out there, and it's imperative that we keep credibility between each other and our clients," she says. "I'm passionate about keeping a solid reputation amongst my peers, colleagues, and clients."



Kim enjoying a vineyard with friends.



Kim with her husband, Guy, visiting Antigua, Guatemala.



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# ERIC BURR

COMFORTEMP HEATING & AIR CONDITIONING

## ▶▶ partner spotlight

By Lauren Young  
Photos by KDE Photography

**EARNING THE TRUST OF CLIENTS FOR OVER TWO DECADES**

**“Customer satisfaction is our ultimate goal,” says Eric Burr, operations manager at ComfortTemp Heating & Air Conditioning. “Genuine care for our customers is what sets us apart in a highly competitive market.”**

With a passion for providing top-notch service, Eric has become the driving force behind his company’s reputation for excellence in the HVAC industry. His career in HVAC began over two decades ago. He jumped into the trades right after graduating from high school and served as a pipefitter for over ten years before launching ComfortTemp.

“I wasn’t sure what I wanted to do after high school. I tried HVAC and ended up loving it,” he says. “I like the challenge and it’s a great way for me to use my mind and my hands.”

Comfort Temp’s breadth of services includes the repair, maintenance, and installation of residential and commercial HVAC units. They install furnaces, boilers, condensers, and hot-water heaters throughout DuPage, Will, and Cook counties. The team also provides indoor air-quality solutions like humidifiers, dehumidifiers, UV lights, and air purification. This diversity of services keeps Eric busy and in the field, where he prefers to be.

“I am not a desk guy,” says Eric. He likes that every day is different, and enjoys working in new environments and solving every new HVAC problem he faces.

He attributes his success to a simple but profound philosophy: “Treat every customer like family.” This mantra has not only guided his professional journey but has also become the cornerstone of ComfortTemp’s customer service approach.

“We recommend only proven HVAC equipment and adhere to strict service procedures so our customers get maximum value from their investment,” states

Eric. “By offering a wide range of innovative products, we are able to deliver the right solutions.”

“We are an HVAC contractor who provides lasting relationships,” he continues. “Our employees are proud to work with us, and our customers trust us to be their advocate.”

ComfortTemp’s commitment to top-notch service starts with their hiring process, ensuring that every technician on their team embodies the company’s dedication to exceptional service. Their techs engage in continuing education and are constantly training to keep up-to-date with the latest technology and trends in HVAC. Plus, they are NATE (North American Technician Excellence) certified.

“We provide honest answers, knowledgeable recommendations, and help our customers find a course of action to satisfy their needs,” says Eric. “That’s our mission statement, and we aim to embody it through every customer experience, be it HVAC installation, retrofit projects, seasonal upkeep, or repair. We are confident we will diagnose the problem and execute it to our own standards; we aim to and are very interested in raising the industry standard.”

For Eric, the satisfaction of helping people and seeing their excitement when their heat or AC is fixed is truly rewarding. And he likes the challenge of fixing things other people couldn’t.

Energy efficiency and sustainability are more than buzzwords to the ComfortTemp team, and Eric leverages the newest innovations to provide solutions for all their customers.

**“It is a privilege to be welcomed into someone’s home and entrusted to provide the proper care for their needs.”**



Eric with his wife, Katrina.



“Energy requirements for equipment are constantly shifting and there’s a big push to reduce the use of fossil fuels,” notes Eric. “Energy companies are moving toward heat pumps that use electricity instead of natural gas. We have to stay in step with all these evolutions.”

When he’s not working, you’ll find Eric spending most of his downtime with his family. He and his wife, Katrina, have two kids: Minerva (6) and George (4). In addition to vacationing together, their favorite pastimes include going on boat rides and swimming; getting ice cream, preferably from Creamery in Lemont; and going out to eat. Eric is especially fond of Café Salsa and Matt’s BBQ. “I’m always looking for a great BBQ,” he says.

In an industry where trust is paramount, ComfortTemp’s transparency and honesty stand out.



Eric with his family at a Cubs game.



“It is a privilege to be welcomed into someone’s home and entrusted to provide the proper care for their needs,” says Eric. “That is why we are honored to place our name on the jobs we complete.”

Understanding consumers have many choices about who they hire, he adds, “We aim to make the choice easier by providing our elite customer service and reliability in heating and cooling.”

Eric’s care and integrity are evident when he emphasizes to us that beyond providing comfort, a properly functioning HVAC creates and maintains a safe environment for home inhabitants.

“HVAC is important even though it’s not the thing you see when buying or selling a home,” he notes. “Humidity and air purification ensure proper indoor air quality, which is an often undervalued and underestimated aspect of overall health and wellbeing.”

To reach Eric and to learn more about the services ComfortTemp Heating & Air Conditioning provides its clients, visit their website [www.mycomfortemp.com](http://www.mycomfortemp.com) or call 630-537-TEMP.




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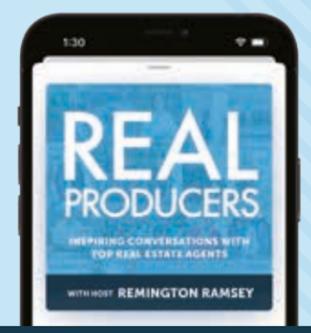
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» cover story

By Lauren Young  
Photos by KDE Photography

# Jennifer Drohan

HOW TO BE THE BEST: GIVE IT AND EARN IT



“I always said I should write a book about the interesting things I’ve seen as a REALTOR®—from skunks in window wells of basements to cats attacking my pant leg to snoring teenagers still in bed, I’ve seen it all at house showings,” says Jennifer Drohan of Keller Williams Infinity in Naperville. “This career is anything but mundane.”

to see regular customers and build a rapport with people. Little did I know it, but I was building my own personal sphere of clients back then.”

Jennifer’s father was a gifted salesman who decided to start his own company at an age when many are thinking about retirement. During its early days, the family struggled financially. Jennifer’s mom sometimes worked three jobs in order to help support Jennifer and her two brothers.

It certainly hasn’t been a boring path to real estate for Jennifer. Growing up in Naperville, Jennifer excelled as an athlete in gymnastics, cheerleading, and springboard diving. She also waited tables—an experience she encourages all to try—at Colonial Café and Ice Cream starting at age fifteen.

“I think everybody should have to wait tables in their lifetime,” she says. “It truly teaches you to focus and work hard. If you don’t do it well, you won’t make any money.”

“You figure out early on in the game that the better you take care of your clients, the bigger the reward,” Jennifer adds. “You begin



“[The example of] Their fierce work ethic and the desire to succeed has helped me become a top-producing REALTOR®,” she says.

After high school, Jennifer earned an associate’s degree and then transferred to North Central College in Naperville to complete her bachelor’s in sociology and criminology. She had envisioned joining the FBI, but quickly realized it was not for her. Instead, she secured a position at Nalco Chemical Company and worked her way up to logistics manager over the course of five years.

“I learned a lot about time management and process efficiency,” Jennifer says. “It was [projects were] often a pressure-cooker situation, but it was a great feeling to get all the moving parts running smoothly. It was such a great place to work, but real estate was always in the back of my mind.”

When Jennifer had her first son, Max, she saw the perfect opportunity to make a career shift.

“My husband had a great career and was incredibly supportive while I slowly dipped my toe into this business,” says Jennifer. “It took a long time for me to get up and running since being a mom was so new and I had so much to learn.”



Jennifer with her team.

Photo credit: Kara Kelderhouse

At first, she sold houses “here and there” until business began to ramp up. The next few years were a roller coaster ride. Jennifer’s husband, Kurt, switched careers and entered the mortgage industry, then the couple had their second son. Then, just as Jennifer felt like she was

getting the hang of real estate, the bubble burst. While the couple successfully navigated some lean, difficult years, they had to rely on each other and elbow grease to make it through. Jennifer often reflected on her childhood and the resiliency of her parents for inspiration.

“We’d cashed in my 401(k) from my previous career and refinanced our house to take out equity but were still really having a tough time,” Jennifer says. “It was a time to get purposeful and intentional about our careers.”



““““  
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 NEVER CHANGE OUR  
 LEVEL OF PERSONAL  
 SERVICE NO MATTER  
 HOW MUCH WE GROW.

Jennifer doubled down on client care, crafting handwritten thank you notes and giving gifts to clients when she made a sale. Her reputation as a genuine, hardworking advocate grew, and her business began to snowball: referrals increased, her network expanded, and clients became repeat customers.

Now, over twenty years later, Jennifer leads her own thriving team of four real estate pros. She says that mentoring others and sharing her expertise has made this one of the most rewarding seasons of her career. Her team includes Heather Petrille, lead buyer's agent; Tanya Mossbarger, marketing manager; and Linda Miller, transaction coordinator.

"I love the fact that we are a small, tight-knit team," says Jennifer. "We are able to provide a very high level of client care from the very first phone call to after the closing. If our clients need

any service provider recommendations, even after closing, we want to be who they think of. Our vision is to never change our level of personal service no matter how much we grow."

When not spending time with her team or serving clients, Jennifer stays busy supporting her active sons. Max is now a junior at Eastern Kentucky University where he plays on the football team. Jennifer and Kurt spend every fall weekend traveling to wherever the next game is being held. Their younger son, Charlie,

a senior in high school, plays football and water polo. Between the two boys, the family has a grueling travel schedule. It doesn't leave much room for hobbies.

"Relaxing is not really an option for me at this stage in my life, and that's okay," Jennifer says. "Any activity with my family is the best activity." She continues, "I absolutely love my job and when clients welcome me into their lives. What other career allows you to become like family with your clients?"

"My husband laughs at me because I am constantly telling my kids 'You get what you give,'" she adds. "If you want the best, you have to give it and earn it."



Jennifer with her team's lead buyers agent, Heather.



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# CATHLEEN CALLEN

## ► agent feature

By Lauren Young  
Photos by AbiV Photography

### Support and Success Go Hand-in-Hand

In her nearly two decades as a REALTOR®, Cathleen Callen of Coldwell Banker Realty in Hinsdale has experienced many seasons, but none so challenging as the recent one.

“This past year was unusual for me; in December I found out I had breast cancer,” she explains. “I have learned that our supporting each other is the key to finding and maintaining success and happiness.”

Concerned that clients might not feel confident with her helping them, Cathleen thought she might be forced to step away from the business for a time. Instead, she saw the most wonderful thing happen.

“I found great support in co-workers and resources like the Wellness House cancer support center that gave me skills, a great little wig, and the motivation to stay strong,” she says. “And my clients have been amazing.”

Originally from the Oak Park and River Forest area, Cathleen’s daily walk to school as a child allowed her a regular tour of some

of the best architecture in the continental US, including Frank Lloyd Wright homes, sprawling Victorian houses, and charming bungalows. It was these encounters that gave her an early appreciation for homes and real estate, especially as an expression of an individual’s personality. Her upbringing also contributed to her building the skills necessary to become a successful broker.

“I was not a shy kid,” recalls Cathleen. “I was in theater, choir, student council, and TV production at our high school. I waited tables for years at Petersen’s Ice Cream Parlor in Oak Park, so I was able to practice with small groups on how to make sure their needs were met. I was also able to choose a few career paths that honed my ability to work with people.”

Cathleen majored in elementary education and fine arts, and taught for several years—middle school math and science, fourth grade, and K-8 art—before choosing to stay home to raise her three children. Once they were in school full-time, she began to look for a way to connect with her old passion for real estate. In 2006, she launched her career as a broker in her current town of Hinsdale and the surrounding western suburbs. “[Areas] which all have beautiful homes like the ones I admired growing up,” she states.

“Shortly into my rookie year, the real estate crash took the world by storm,” says Cathleen. “I thought I had chosen a bad time to begin my career. But looking back, it was such a good thing for me to experience and a very informative time to have learned everything through. It gives me perspective.”

In her early days, she felt the pressure of going out into the world as an independent contractor—the risks and fear that came with it. So from the



beginning, Cathleen leaned on the encouragement of family and friends who told her not only would she be okay, but she had what it took to thrive.

“Real estate has such a nuanced place in our business world,” says Cathleen. “You need to be both personable and relatable and a good negotiator, as well as someone who can manage emotions well. And now, in this modern market, you need to be a master marketer and have a good grasp of both online and real-time presentation.”

Thanks to her past experiences and innate abilities, becoming a REALTOR® was a natural path for Cathleen. And in this past year, after facing cancer, she looks forward to finding any opportunity she can to help others. It’s her way of paying back the support she’s received from so many, especially during this past year.

“I want to do more in my community with my voice,” she says. “It will be my goal, now and into the future. I will definitely be involved with the Wellness House to give back, going forward.”



When not active with clients, Cathleen spends her downtime playing tennis, pickleball, taking trips, or with her busy family.

“My husband, Michael, and I are lucky to not only have my immediate family close by, but also just a short plane ride away,” says Cathleen. Their older daughter, Lizzie, and her fiancé, Andre, live in San Diego; their son, Ryan, and his wife, Maddy, live in Austin; and their younger daughter, Devyn, lives in Chicago. “I am also lucky to have my extended family nearby,” she says, happily. “We are all close and we all love each other. We’re a crazy bunch!”

“  
I want to do more  
in my community  
with my voice.  
”

Cathleen has seen the twists and turns of her path and the events of her life all come together into a rewarding vocation.

“I get to be present for real, life-changing events in people’s lives,” she notes. “How much more rewarding can that be in one’s career?”

“Do you feel like you have a purpose?” she adds. “Do you have something to look forward to? Do you feel loved and supported? If you can answer yes to these, which I certainly can, then you are succeeding.”

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# DuPage Real Producers FALL EVENT:

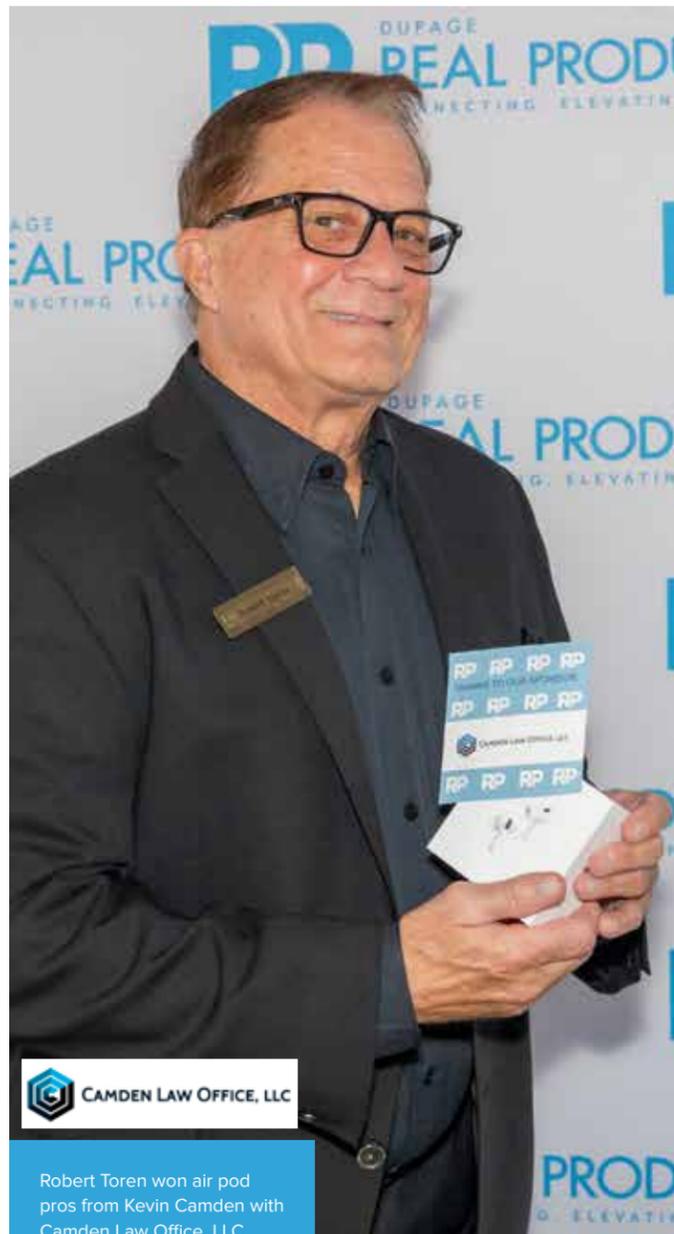
## Hosted by Alter Brewing Company

What a wonderful afternoon to host the *DuPage Real Producers* fall event. Alter Brewing Company was an excellent setting to not only reconnect but also enjoy local craft beer and authentic neighborhood tacos.

Thank you to everyone who attended, provided raffle prizes, and helped make the event a success. We look forward to seeing you again in the winter. Enjoy the photos.

### Fall Event Raffle Winners

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



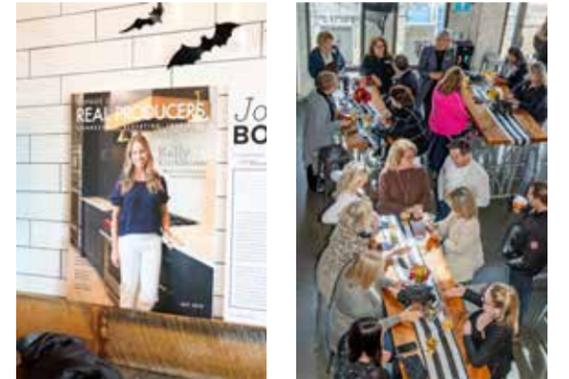
Robert Toren won air pod pros from Kevin Camden with Camden Law Office, LLC.



Chery Gatti won a cozy throw blanket and gift card to the Kohler Waters Spa for a spa day from Joseph Padula-Zamora with Zamora Law Office P.C.



Paul Baker won a Meta Quest All-In-One Virtual Reality Headset from Cara Connor and Tammy Martinson with Select Surfaces.





# TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	69	\$54,569,325	60	\$41,430,100	129	\$95,999,425
2	Dawn	McKenna	25	\$52,696,500	24	\$38,010,170	49	\$90,706,670
3	Larysa	Domino	21	\$22,197,736	31	\$30,944,500	52	\$53,142,236
4	Kelly	Stetler	31	\$30,610,866	22	\$18,195,587	53	\$48,806,453
5	Kris	Berger	17	\$23,348,500	13	\$20,562,400	30	\$43,910,900
6	Kim	Dalasky	27	\$19,548,900	34	\$23,746,900	61	\$43,295,800
7	Lina	Shah	22	\$29,074,500	14	\$13,786,500	36	\$42,861,000
8	Bryan	Bomba	24	\$24,177,525	21	\$15,512,100	45	\$39,689,625
9	Patricia	Wardlow	39	\$21,530,617	34	\$17,708,000	73	\$39,238,617
10	Lance	Kammes	47	\$20,137,951	48	\$18,830,951	95	\$38,968,902
11	Pat	Murray	47	\$25,539,250	26	\$13,087,650	73	\$38,626,900
12	Linda	Feinstein	25	\$26,176,500	13	\$9,158,000	38	\$35,334,500
13	Maureen	Rooney	35	\$21,963,350	17	\$12,076,000	52	\$34,039,350
14	Tracy	Anderson	15	\$16,091,161	16	\$17,719,554	31	\$33,810,715
15	Christine	Wilczek	41	\$27,488,468	13	\$5,547,139	54	\$33,035,607
16	Julie	Sutton	14	\$19,402,045	11	\$12,553,500	25	\$31,955,545
17	Nicholas	Solano	51	\$31,858,485	0	\$0	51	\$31,858,485
18	William	White	26	\$18,866,288	18	\$12,770,100	44	\$31,636,388
19	Nathan	Stillwell	30	\$17,825,967	19	\$11,888,500	49	\$29,714,467
20	Julie	Schwager	30	\$19,221,500	18	\$9,777,000	48	\$28,998,500
21	Megan	McCleary	11	\$19,702,400	5	\$6,670,000	16	\$26,372,400
22	Sarah	Leonard	26	\$11,630,300	35	\$14,686,900	61	\$26,317,200
23	Ginny	Stewart	8	\$15,707,000	6	\$8,616,900	14	\$24,323,900
24	Lori	Johannesson	22	\$16,863,102	12	\$7,003,101	34	\$23,866,203
25	Linda	Little	51	\$22,864,985	1	\$515,000	52	\$23,379,985
26	Alice	Chin	17	\$11,920,000	17	\$11,098,025	34	\$23,018,025
27	Beth	Burt	12	\$12,395,000	8	\$8,320,000	20	\$20,715,000
28	Margaret	Smego	9	\$9,761,000	9	\$10,402,900	18	\$20,163,900
29	Tom	Fosnot	38	\$13,916,186	20	\$6,151,200	58	\$20,067,386
30	Michael	Berg	35	\$14,906,934	10	\$4,648,130	45	\$19,555,064
31	Katie	Minott	10	\$11,962,389	8	\$7,362,379	18	\$19,324,768
32	Paul	Mancini	6	\$4,587,500	10	\$14,423,500	16	\$19,011,000
33	Justin	Greenberg	12	\$6,420,500	33	\$12,416,755	45	\$18,837,255
34	Trevor	Pauling	10	\$13,255,635	6	\$5,450,000	16	\$18,705,635

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Penny	O'Brien	17	\$12,830,100	8	\$4,990,000	25	\$17,820,100
36	Elaine	Pagels	19	\$11,278,500	7	\$6,088,000	26	\$17,366,500
37	Jan	Morel	8	\$5,974,249	9	\$10,966,249	17	\$16,940,498
38	Vipin	Gulati	9	\$3,288,500	28	\$13,555,190	37	\$16,843,690
39	Paul	Baker	35	\$11,078,800	15	\$5,635,600	50	\$16,714,400
40	Jeff	Stainer	12	\$8,468,316	13	\$7,753,900	25	\$16,222,216
41	Moin	Haque	5	\$2,700,995	12	\$13,417,501	17	\$16,118,496
42	Michael	LaFido	8	\$9,667,400	2	\$6,290,000	10	\$15,957,400
43	Natasha	Miller	16	\$11,342,000	6	\$4,503,000	22	\$15,845,000
44	Stacey	Harvey	8	\$6,672,100	10	\$8,714,000	18	\$15,386,100
45	Bridget	Salela	8	\$9,434,839	9	\$5,905,339	17	\$15,340,178
46	Ann	deVane	6	\$5,720,000	9	\$9,496,900	15	\$15,216,900
47	Cindy	Purdom	8	\$5,999,900	13	\$8,878,400	21	\$14,878,300
48	Alexandra	Shaban	3	\$4,870,000	7	\$10,003,000	10	\$14,873,000
49	Lisa	Byrne	18	\$10,799,500	8	\$4,044,900	26	\$14,844,400
50	Michael	Muisenga	10	\$7,931,853	8	\$6,735,900	18	\$14,667,753

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kevin	Layton	6	\$5,230,900	12	\$9,282,309	18	\$14,513,209
52	Natalie	Weber	12	\$9,089,850	7	\$5,287,950	19	\$14,377,800
53	Diane	Coyle	16	\$7,447,500	14	\$6,896,700	30	\$14,344,200
54	Julie	Kaczor	16	\$9,582,300	7	\$4,433,870	23	\$14,016,170
55	Beth	Gorz	11	\$6,376,600	10	\$7,602,000	21	\$13,978,600
56	Caroline	Senetar	15	\$8,308,666	9	\$5,542,900	24	\$13,851,566
57	Jennifer	Iaccino	9	\$7,025,000	10	\$6,715,900	19	\$13,740,900
58	Kelly	Kirchheimer	7	\$5,875,000	10	\$7,555,500	17	\$13,430,500
59	Courtney	Stach	11	\$10,616,500	3	\$2,469,000	14	\$13,085,500
60	Mary Beth	Ryan	7	\$3,568,101	11	\$9,452,000	18	\$13,020,101
61	Lisa	Zeller-O'Malley	7	\$7,738,000	7	\$5,025,500	14	\$12,763,500
62	Ginny	Leamy	15	\$6,202,050	15	\$6,490,900	30	\$12,692,950
63	Michael	Thornton	11	\$5,216,500	17	\$7,222,600	28	\$12,439,100
64	Diane	Salach	9	\$6,899,500	10	\$5,477,500	19	\$12,377,000
65	John	Barry	10	\$10,684,210	3	\$1,665,900	13	\$12,350,110
66	Sophia	Su	13	\$6,979,200	12	\$5,349,230	25	\$12,328,430
67	Patti	Michels	14	\$9,827,900	4	\$2,485,400	18	\$12,313,300
68	Cindy	Banks	27	\$9,916,300	8	\$2,248,617	35	\$12,164,917
69	Virginia	Jackson	11	\$6,920,100	8	\$5,042,000	19	\$11,962,100
70	Tracy	Driscoll	14	\$10,049,500	3	\$1,790,000	17	\$11,839,500
71	Eric	Logan	14	\$6,491,000	12	\$5,219,500	26	\$11,710,500
72	Michael	Odeh	18	\$6,509,844	11	\$5,128,500	29	\$11,638,344
73	Jennifer	Drohan	14	\$6,146,300	5	\$5,295,000	19	\$11,441,300
74	Thomas	Pilafas	19	\$11,374,000	0	\$0	19	\$11,374,000
75	Renee	Hughes	12	\$7,414,600	10	\$3,934,500	22	\$11,349,100
76	Christopher	Lobrillo	38	\$11,255,575	0	\$0	38	\$11,255,575
77	Tom	Makinney	11	\$5,392,401	9	\$5,803,400	20	\$11,195,801
78	Kelly	Bitto	10	\$6,773,000	5	\$4,385,135	15	\$11,158,135
79	Diana	Ivas	7	\$6,010,500	2	\$5,050,000	9	\$11,060,500
80	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
81	Simran	Dua	10	\$4,354,501	10	\$6,441,003	20	\$10,795,504
82	Shelly	Perkowski	3	\$3,795,500	4	\$6,966,045	7	\$10,761,545
83	David	Gust	11	\$6,359,250	5	\$4,337,500	16	\$10,696,750
84	Chris	Lukins	9	\$4,782,500	9	\$5,905,210	18	\$10,687,710

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Mike	Long	12	\$6,093,400	8	\$4,564,000	20	\$10,657,400
86	Laura	McGreal	8	\$4,531,500	10	\$6,068,000	18	\$10,599,500
87	Gail	Niermeyer	5	\$3,827,000	7	\$6,648,000	12	\$10,475,000
88	Kimberly	Heller	18	\$6,617,102	8	\$3,845,800	26	\$10,462,902
89	Carrie	Foley	8	\$5,532,400	7	\$4,826,500	15	\$10,358,900
90	Cathy	Balice	5	\$7,049,000	4	\$3,305,000	9	\$10,354,000
91	Terri	Christian	13	\$10,340,165	0	\$0	13	\$10,340,165
92	Bridget	Carroll	8	\$3,881,950	11	\$6,385,000	19	\$10,266,950
93	Walter	Burrell	8	\$5,736,200	3	\$4,180,000	11	\$9,916,200
94	Julie	Roback	14	\$6,141,150	9	\$3,756,400	23	\$9,897,550
95	Natalie	Ryan	4	\$6,719,000	6	\$3,160,000	10	\$9,879,000
96	Bernard	Cobb	9	\$5,370,000	8	\$4,473,600	17	\$9,843,600
97	Edward	Hall	12	\$5,893,184	8	\$3,946,400	20	\$9,839,584
98	Debbie	Obradovich	5	\$5,370,000	8	\$4,427,500	13	\$9,797,500
99	Jennifer	Niederbrach-Soszko	18	\$7,511,527	7	\$1,823,450	25	\$9,334,977
100	Kathy	McKinney	6	\$3,927,000	8	\$5,354,500	14	\$9,281,500

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- Addison
- Greenway Tap
- Carol Stream
- RoccoVino's
- Clarendon Hills
- Thassos Authentic Greek Restaurant
- Downers Grove
- Osteria by Capri
- Parker's Restaurant & Bar
- Elmhurst
- 100 South Chop House & Grill
- Glen Ellyn
- Made in Italy Trattoria
- Maize + Mash
- Lisle
- R,Urban Wine Bar & Café
- Lombard
- RA Sushi Bar
- Avanzare

**Northwest Suburbs**

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- Ttowa
- Palm Court Restaurant
- Barrington Region
- East Dundee
- The Anvil Club
- Hoffman Estates
- The Assembly American Bar & Café
- The Saddle Room
- Kildeer
- Gianni's Café
- Palatine
- Agio Italian Bistro
- Emmett's Brewing Company
- Rolling Meadows
- Kaido Sushi

**Naperville**

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- Blue Sake Sushi
- Fiamme
- Hugo's Frog Bard & Grill
- Oak Brook
- Kona Grill
- RH Rooftop Restaurant
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# TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Naveenasree	Ganesan	4	\$1,964,000	15	\$7,307,602	19	\$9,271,602
102	Linda	Conforti	6	\$4,524,750	5	\$4,657,000	11	\$9,181,750
103	Joseph	Champagne	9	\$4,234,400	8	\$4,936,500	17	\$9,170,900
104	Denis	Horgan	12	\$5,749,000	7	\$3,209,000	19	\$8,958,000
105	Yvonne	Despinich	11	\$7,245,000	4	\$1,654,000	15	\$8,899,000
106	Jill	Clark	7	\$6,024,000	2	\$2,875,000	9	\$8,899,000
107	Christopher	Cobb	4	\$2,650,000	9	\$6,246,930	13	\$8,896,930
108	Eric	Andersen	6	\$4,237,000	9	\$4,656,150	15	\$8,893,150
109	Richard	Babb	19	\$6,435,270	6	\$2,447,000	25	\$8,882,270
110	Patrick	Roach	8	\$2,434,000	17	\$6,433,400	25	\$8,867,400
111	Chris	Pequet	8	\$7,265,000	2	\$1,600,000	10	\$8,865,000
112	Margaret	Giffin	6	\$4,213,450	10	\$4,630,050	16	\$8,843,500
113	Beverly	Lannon	14	\$7,110,067	3	\$1,681,888	17	\$8,791,955
114	Misael	Chacon	19	\$8,557,262	1	\$178,662	20	\$8,735,924
115	Catherine	Bier	6	\$4,098,316	11	\$4,612,571	17	\$8,710,887
116	David	Swanson	5	\$2,733,999	8	\$5,769,000	13	\$8,502,999
117	Cynthia	Windeler	14	\$7,159,100	3	\$1,305,000	17	\$8,464,100
118	Josie	Morrison	16	\$5,624,155	7	\$2,787,000	23	\$8,411,155
119	Kim	Moustis	13	\$5,611,500	7	\$2,789,000	20	\$8,400,500
120	Dimpi	Mittal	7	\$4,167,000	9	\$4,136,000	16	\$8,303,000
121	Litsa	Lekatsos	7	\$3,540,500	9	\$4,752,000	16	\$8,292,500
122	Courtney	Monaco	8	\$3,523,500	13	\$4,764,600	21	\$8,288,100
123	Adam	Stary	13	\$5,718,438	6	\$2,542,000	19	\$8,260,438
124	Sairavi	Suribhotla	3	\$1,493,000	10	\$6,653,556	13	\$8,146,556
125	Angela	Corcione	9	\$4,331,100	6	\$3,807,000	15	\$8,138,100
126	Matthew	Kombrink	19	\$7,172,900	3	\$961,240	22	\$8,134,140
127	David	Fidanza	7	\$3,361,500	7	\$4,678,500	14	\$8,040,000
128	Jeff	Salhani	5	\$3,219,000	7	\$4,820,000	12	\$8,039,000
129	Scott	Wiley	4	\$1,788,000	11	\$6,233,000	15	\$8,021,000
130	David	Aranki	4	\$5,216,309	5	\$2,800,000	9	\$8,016,309
131	William	Anderson	4	\$2,240,000	7	\$5,764,500	11	\$8,004,500
132	Kimberly	Brown-Lewis	4	\$1,414,900	15	\$6,544,000	19	\$7,958,900
133	Craig	Foley	3	\$1,505,000	9	\$6,378,500	12	\$7,883,500
134	Wendy	Pawlak	13	\$5,145,225	6	\$2,733,900	19	\$7,879,125

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Charles	McCann	15	\$5,431,000	7	\$2,397,500	22	\$7,828,500
136	Mike	McCurry	10	\$5,830,733	5	\$1,971,500	15	\$7,802,233
137	J	Maggio	3	\$4,760,000	4	\$2,996,710	7	\$7,756,710
138	Holly	Pickens	7	\$4,890,000	5	\$2,830,500	12	\$7,720,500
139	Karen	Reicher	5	\$4,333,900	6	\$3,289,900	11	\$7,623,800
140	Nancy	Sliwa	14	\$5,408,900	7	\$2,211,400	21	\$7,620,300
141	Robert	Picciariello	14	\$7,605,100	0	\$0	14	\$7,605,100
142	Crystal	DeKalb	3	\$1,060,000	9	\$6,522,799	12	\$7,582,799
143	Kimberly	Wirtz	13	\$4,315,000	6	\$3,243,620	19	\$7,558,620
144	ElizaBeth	Schoonenberg	7	\$5,213,520	5	\$2,331,000	12	\$7,544,520
145	Keith	McMahon	10	\$5,281,000	4	\$2,225,000	14	\$7,506,000
146	Colleen	Verbiscer	5	\$4,335,000	4	\$3,137,500	9	\$7,472,500
147	Geri	McCafferty	4	\$3,165,000	4	\$4,293,000	8	\$7,458,000
148	Isabel	Wolf	2	\$1,085,500	8	\$6,370,480	10	\$7,455,980
149	Kenneth	Carn	8	\$4,369,900	1	\$3,075,000	9	\$7,444,900
150	Jennifer	Vande Lune	6	\$4,825,999	4	\$2,617,900	10	\$7,443,899

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