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AGENT FEATURE:  
**Eve and Todd Trawinski**

ON THE RISE:  
**Jennifer Boudreau**

PARTNER SPOTLIGHT:  
**Dunsing Inspections**

FALL EVENT:  
**Photos on page 36**

**TOP 250  
STANDINGS**

**NOVEMBER 2023**



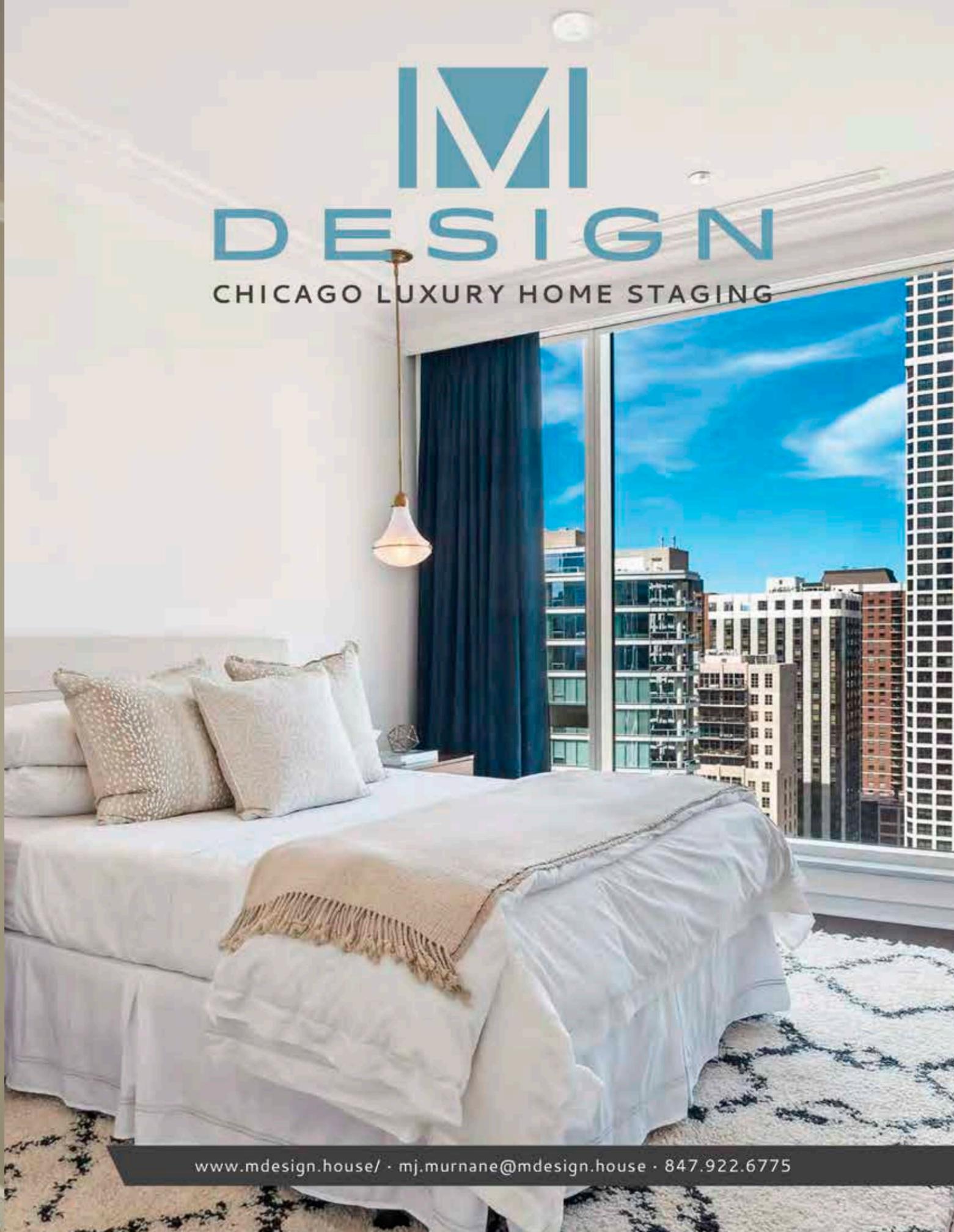
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# Jennifer

## BOUDREAU

▶▶ on the rise

By Chris Menezes  
Photos by Elliot Powell

### *Setting a Fresh Cornerstone*

**When Jennifer Boudreau finished her real estate exam in January of 2022, she couldn't bring herself to hit the submit button. She sat in front of the computer for about five minutes, her hand trembling on the mouse, sending shivers to the cursor hovering over "submit" on the screen.**

There was a lot riding on this moment. Years of wanting to work in real estate, but too afraid to take the test—the words of other agents ringing in her head: “You probably won't pass the first time.” The memory of her late, incredibly supportive grandparents. The example she longed to set for her own children. The fear of failure had kept her away from this moment for so long. Yet, the moment of truth had arrived.

“When I saw ‘passed’ appear across the screen, I cried,” Jennifer recalls. “I went straight to the cemetery to tell my grandparents the news I'd passed on my first try. They gave me the drive and determination to pursue my dream. I know they would be so proud of me going full force today.”

Jennifer comes from a long line of entrepreneurs. Her great-grandfather immigrated from Poland in the 1920s and opened a department store on the north side of Chicago called Wein Department Store. In the 1950s, her late grandparents, Jerry and Janie Wein, opened a women and children's clothing store called Janie's, which became one of the go-to shops in North Shore.

Jennifer's father took over the family business, and although her parents eventually had to close the doors of

that store, her father went on to build a successful business as a financial advisor and her mother worked for a pediatric dentist.

“My grandparents and my parents only knew one thing: work, work, work. They instilled in me and my sister an unbelievable work ethic. I will forever be grateful to them,” says Jennifer.

As far back as Jennifer can remember, she wanted to be a real estate broker. In her twenties, she developed an obsession with searching for homes and watching HGTV. People often told her to get her real estate license, saying she had the personality and drive to be successful.

However, having always struggled with tests and feeling self-conscious about not finishing college, Jennifer let those words paralyze her. Instead of pursuing real estate, she followed her passion for fashion, like her grandparents, and pursued a career in retail.

Equipped with that strong work ethic, Jennifer worked her way up with every position she held – from running the popular Shoe Fly in Highland Park, to managing the Nordstrom on Michigan Avenue, to eventually pivoting into the financial world with the Chicago Mercantile Exchange



Jennifer with her family and their golden retriever, Dakota.

and Chicago Board of Trade. When the 2008 financial crisis occurred, Jennifer was working on the floor in the S&P pit, trying to make sure all the traders were flat.

“I have never been so busy,” she recalls. “We had so many trades coming through—I had to stay organized and be able to work under immense pressure.”

Jennifer got close to the real estate world, working at PNC Mortgage, right before she ended her career up to that point to stay home with her kids. Life ensued and before she knew it, eight years had passed and her thirties were all but gone. Then, the pandemic hit.

“I will forever remember the day, sitting on the couch and looking at my husband and saying, ‘I am going to finally get over my fear and get my real estate license,’” she says.

Jennifer immediately had the support of her family, including her grandparents—two of her biggest cheerleaders. “They constantly told me how proud they were of me, and said they were so excited to see the name I would make for myself in the real estate industry,” Jennifer says.

Then, in October 2021, Jennifer's grandparents were diagnosed with





Jennifer and her husband, Nick.

COVID-19. The decline was fast; they passed within a week of each other. “They parted this earth to be reunited again together,” says Jennifer.

Jennifer left the cemetery after telling her grandparents about passing her exam and went straight to work. Joining the Lotzof Malk Residential team, Jennifer gleaned from the expertise of her teammates—and her cousin, Katie, an agent with Compass and a mentor to Jennifer—and catapulted herself into a new life and career. She says she won’t stop now until she is one of the most well-respected agents in the industry.

“I am so grateful for all my clients. They all took a chance

a great feeling. Success, in my mind, is measured more by earning the respect and admiration of my peers and setting a good example for my children than money.”

Jennifer and her husband, Nick, have been together for nineteen years and have two daughters, Rylie and Madison, and a goldendoodle, Dakota. They love traveling abroad as a family, taking local road trips, and frequenting their favorite, locally-owned restaurants and shops, which Jennifer often spotlights in her newsletter.



Jennifer and her husband enjoying Barcelona, Spain.

“Contributing to my family and having my daughters see how hard I am working is such a great feeling. Success, in my mind, is measured more by earning the respect and admiration of my peers and setting a good example for my children than money.”



Jennifer with her two daughters, Rylie and Madison.

on me in my first year, and to receive their referrals is the best compliment any agent can ask for,” says Jennifer.

“I have never been more passionate about a career in my life,” she continues. “Contributing to my family and having my daughters see how hard I am working is such

When it comes to relaxing, you can often find Jennifer watching HGTV or one of her favorite reality TV shows on Bravo. She also decompresses through working out, which even helps her stay motivated for work.

From hesitation to determination, Jennifer’s story exemplifies the power of resilience, tenacity, and never giving up on your dreams. Her path has been one of self-discovery, profound family love, and an unwavering dedication to her goals. With the echoes of her ancestors cheering her on, she will continue to blend her past experiences with her new ambitions and leave a legacy that not only honors her lineage but sets fresh stones on the path for her children and the generations that follow.

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The Dunsing Inspection team (minus the folks who were out on inspections!)

▶▶ partner spotlight

Photos by Elliot Powell

# DUNSING INSPECTIONS

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External grading is super important to prohibit water intrusion.



Plumbing is a big part of every inspection.



A Dunsing inspector thoroughly inspecting an air conditioning unit.

At Dunsing Inspections, for more than forty years it has been their mission to help clients make educated decisions by providing an unbiased assessment of the condition of the property. To do that successfully takes some really good people. Hiring the best people is Dunsing's secret sauce.

According to the Bureau of Labor Statistics, the median income for a home inspector in 2021 was \$61,640. To compare, the median income for an electrician was \$60,040; a plumber, \$59,880; and a carpenter, \$48,260.

Why do home inspectors command more? The Dunsing team would

suggest it's because while other trade professionals have intimate knowledge of their one area of expertise, home inspectors must have general knowledge of the *entire range* of areas that affect properties.

In addition, home inspectors must be able to maintain a cool demeanor and credibility in an often high-stress situation. Even when a first-time home buyer brings along their entire extended family, or, say, their uncle who built a house in 1969 and thus is an expert, the home inspector must be congenial, good-natured, and able to avoid distractions so as to provide all the information the client needs.

In short, having solid technical skills is a given. A top-notch home inspector is also articulate. The job is every bit as much about communication as it is about assessing the property. An inspector who can master this will have business that is self-perpetuating.

Finding the best employees and people in the current economy can be quite challenging. When asked, the Dunsing team will tell you that they are always on the lookout for ideal candidates— they never stop networking and are always hiring. While they do use traditional job platforms like Indeed, they find that their best resource is traditional networking, holding one-to-one conversations. The Dunsing team is always on the lookout for people who want to be part of what they are building.



Jamie Dunsing, owner, is pretty proud of his team!

As a result, the Dunsing Inspections team looks a little different than what you might think of when envisioning a successful inspection team. The staff is not made up of former tradespeople, but rather, the right people, which today includes engineers, retired military members, a marketing professional, and a former real estate agent. Many of their staff are people who did the corporate thing and are now ready to do



The Dunsing Inspections team conducting an air sampling test to check for the presence of mold.

something much more hands-on, or who have retired from their previous career. This is exactly the kind of mature professional you'll meet on the Dunsing team.

Dunsing's hiring process is best described as slow and steady. A candidate's initial interview is simply a conversation with the company's management team so they can get a feel for the candidate and who they are. Assuming the candidate seems like a good fit, three to four more interviews will follow, which include a personality assessment that looks for characteristics that have proven to be a good match for the team and company culture, and a "ride-along" with existing inspectors: the entire team has input on every new hire.

While the State of Illinois requires candidates to complete an online course and attend five inspection events live, in-person (i.e., ride-alongs) before they can be issued their license, the Dunsing team firmly believes that being a good home inspector takes much more than that. So, once hired, all new team members go through a minimum of three months of in-house training before ever being allowed to conduct an inspection on their own. This training might seem extreme, but Dunsing knows that a

well-trained inspector is how to best help their REALTOR® partners successfully close the deal.

REALTORS® count on inspectors to provide their clients with correct and thorough information about a property that informs, but does not alarm. Understanding this nuance takes an individual who possesses excellent communication as well as technical skills, along with life experience that helps them discern how to best deliver the facts.

Raising the standard in the inspection industry has long been a goal at Dunsing Inspections. They firmly believe that a team of top-notch real estate professionals working together is in the best interest of every client.

Providing exceptional home inspections, service, and teamwork, takes exceptional people. Do you know anyone who fits this description? Have them give Dunsing Inspections a call!

To contact HR at Dunsing Inspections or to learn more about their hiring process, contact Kristin Marsden at [office@dunsing.com](mailto:office@dunsing.com) or 847-367-0782, or visit [www.Dunsing.com](http://www.Dunsing.com).



Dunsing inspectors often work in teams to ensure inspections are conducted as quickly & efficiently as possible.

“The Dunsing Inspections staff is not made up of former trades people, but rather, *the right people...*”



Every inspection starts & ends with verbal debrief with the client.



Climbing on a roof, whenever possible, results in the best assessment.



▶▶ cover story

By Chris Menezes  
Photos by Elliot Powell

# Allison **SILVER**

A Guiding Arrow



When Allison Silver started her real estate career in 2002, she had recently moved to the Chicago area and had very few contacts. She was a teacher but had decided to get her real estate license so she could start flipping homes on the side. She started selling right away, however, and her career took off. Today, Allison and her business partner, Janet Borden, run Arrow Home Advisors—the top team at Compass Highland Park and one of the top teams in North Shore.

Navigating the last 20+ years in real estate, while also raising two kids and helping to found a nonprofit, took a tremendous amount of hard work, dedication, and ingenuity from Allison. During these years, she not only built her successful business, but she became a founding member and, until recently, was the treasurer of Gratitude Generation, a local nonprofit whose mission is to instill gratitude in future generations through education and service. “We have an incredible teen board of leaders who find projects and charities they are passionate about and then create educational programs or fundraisers to support those causes,” Allison explains. “This organization is so important to me. We [Allison and fellow founders] invested so much blood and sweat to get it off the ground. It has been amazing to watch it grow, and seeing the impact it has made is so heartwarming.”

Allison built her business from the ground up through open houses, networking events, putting in the floor time, and by always giving her very best to her clients while pivoting through each turn of the market. In many ways, she was made for real estate. Born and raised in Toronto, Canada, Allison comes from a family of business-minded entrepreneurs. Her grandfather owned a fruit factory, and her father is an accountant and real estate developer who has always believed real estate is the best investment. Allison exhibited a knack for business at a young

age and gleaned wisdom from her grandfather. In fact, when she was young, Allison and her sister wanted to create a business called “the Negotiators,” where they would handle negotiations for people for various things.

“My grandfather always taught us that you end a negotiation with everyone smiling and then give them a grapefruit,” recalls Allison. “I have enjoyed some fun negotiations in my career, some of them ending with ice cream cones for everyone or a bottle of premium Alida Tequila.”

While Allison has been recognized many times for her negotiating prowess, it’s her skills as a teacher that truly impact the relationship she builds with her clients, walking them through each step of the transaction and ensuring they make educated decisions. Allison completed her teaching degree in early childhood education at UCLA after earning her undergraduate from Toronto’s York University, which included a year abroad at Tel Aviv University in Israel. She worked as a teacher until going full-time into real estate.



Allison Silver and Janet Borden.



The Arrow Home Advisors team.

Allison and Janet first started working together ten years ago, backing each other up when one of them needed the extra help or support. They always knew they'd officially partner one day and were the founding members of Compass Highland Park (2020). They started Arrow Home Advisors in 2022 and have already become one of the top teams in North Shore.

Allison and Janet perfectly complement each other in the business. The daughter of an accountant, Allison focuses more on the numbers and investment side, while Janet handles more of the creative aspects. Their similar styles, work ethic, and vision align to create a powerfully clear path, direction, and culture for the agents on their team. They are passionate about pouring their expertise and knowledge into their team, too.

"We are growing a team of rock stars and the energy and support we share is magical," Allison affirms. "We are not looking for a big team, but a team that supports each other, inspires each other to be our best every day, and is dedicated to providing clients with an exceptional, elevated experience. Our mission is to protect our clients' best interests with the utmost integrity, and to take every step to create a smooth and enjoyable transaction for all parties. As Arrow Home Advisors, we are 'the Arrow in the Compass' guiding our clients home."

In just one year, Allison and Janet have built a team of six agents and one admin. With weekly trainings and paid professional coaching, they provide close mentorship and support to their agents, who have already seen significant growth in their businesses.

"We all learn from each other, and I love how each team member brings so much to the table," Allison says. "Our culture and energy are collaborative. We have so much fun together and feel like a family. We really have something special happening."

While Allison loves to work hard, she also loves to play hard. She wholeheartedly believes that laughter is the best medicine and loves to laugh, play jokes on people, and may or may not have TP'd her managing broker's house.

Allison also loves being in nature, whether enjoying stand-up paddling at the North Shore Yacht Club, hiking, spending time on Lake Michigan, or visiting family back in Canada. Traveling with her husband, Joe Silver, and their two kids, Ethan and Sami, is another passion of Allison's. As a family, they have visited some incredible places like Thailand. "One of my big trips was a multi-week trek, hiking through the Annapurna mountain range in Nepal," shares Allison.

As Allison continues on her journey in real estate, she will continue to bring her passion and spirit of gratitude into everything she does. Whether sealing a deal with an ice cream cone or shaping the future agents of Arrow Home Advisors, Allison will always go beyond business as usual and be the arrow that guides clients home.



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# Eve & Todd TRAWINSKI

**When Passion Meets Expertise**



**W**hen it comes to North Shore real estate, few are the names that resonate as strongly as Eve and Todd Trawinski of the Trawinski Team with Berkshire Hathaway HomeServices Luxury Collection. This power couple combines decades of industry knowledge and experience. From their shared accolades to their distinct strengths, the Trawinski Team exemplifies what's possible when passion meets expertise.

Eve's passion for real estate extends all the way back to childhood. Her mother, Sharon Glidden, was a top agent in North Shore. Observing the business firsthand, Eve recalls listening to her mother negotiate over the phone, visiting properties with her, and seeing the amount of dedication and work hours it took to make things happen.

"My mom is my mentor," Eve says. "She really had a gift for people and handled negotiations with finesse. She could handle the most difficult

situations, turning them around to make everyone in the transaction [feel] happy in the end."

Eve and Sharon worked as "the mother-daughter team in Northbrook" for about fifteen years, consistently performing and winning President Circle awards. Having worked as a financial analyst, project manager, and communications coordinator prior to entering real estate, Eve works well with numbers, programming spreadsheets, and databases, and enjoys problem-solving.

She left the corporate world for real estate in 1994, when her son, her eldest child, entered first grade so that she could work around her kids' activities. Starting her career in the western suburbs, she moved back home to Northbrook in 1996 and teamed up with Sharon. Eve was a single mother when she first met Todd.

Todd entered real estate in 1993 as an investor, buying, rehabbing, and

selling properties. Falling in love with the sales process, he obtained his license in 2001. Todd has an extensive background in sales: He started his career at Jennings Chevrolet and Volkswagen in 1990 as a salesperson. Quickly moving up the ranks to upper management, he gained the ability to negotiate with finesse and handle interpersonal communications with care. He remained in that position for sixteen years and worked in both industries simultaneously until 2004 when he went full-time into real estate.

By the time Sharon retired, Eve and Todd were married, so they decided to team up and form the Trawinski Team. For the past thirteen years, they have leveraged each other's strengths to create one of the top teams in the area. With decades of experience and clients at all levels, they have specialized skills in investment properties and property management, as well as first-time homebuyers and luxury buyers and sellers.

Todd's communication and people skills complement Eve's analytical and

technical expertise. He's known for reducing stress and ensuring a smooth closing process. Eve is strategic in marketing and advertising and loves keeping up-to-date on the latest avenues to market a property. She has a keen eye for what is needed to prepare a property for the market and is not afraid to tell the truth.

"We enjoy collaborating [with each other] and being creative with our approaches," says Eve. "Every deal is different, so it's always great to have a sounding board. Residential real estate is personal—it is as much about people as it is about property. We are approachable and are used to helping clients solve complex, real-life situations related to real

estate. We continue to be excited and enthusiastic about every project that comes our way."

Todd and Eve enjoy providing value by being available, in the know about what's going on in the market, up-to-date on technology, and offering superior customer service to their clients. They keep their team relatively small so that their clients always deal directly with them. Their motto—"We make it happen. You make it home"—speaks to their passion for helping people find the perfect place to call home in the North Shore.

Just recently, Todd and Eve were nominated for the 2023 edition of "Who's Who in Chicagoland Real

Estate" for *Chicago Agent Magazine*, and their distinguished designation as a "Luxury Collection Specialist" from Berkshire Hathaway HomeServices Luxury Collection is a testament to their expertise. They have also consistently received Berkshire's Chairman's Circle Gold Award.



Eve and Todd hiking at Bond Falls in Michigan.

With everything they put into their business every day, finding time to get away and relax is essential for these two. When they can they like to escape into Wisconsin's Northwoods and take long boat rides through the thoroughfare to the Chain of Lakes. Eve also likes to fish off the end of the pier.

"The fresh air with the smell of the pines soothes the soul, as does the lake and the calls of the Loons," Todd reminisces. "There's no better sleep than [the sleep you get] after being outside all day enjoying the outdoors." Eve also enjoys Pilates and decorating their home, while Todd loves playing pickleball.

After a nice vacation, however, Eve and Todd are always excited to get back to work and see what they can make happen. For this dynamic duo, real estate will always be more of a passion and less like a job. And that passion, that commitment, remains palpably evident in everything the Trawinski Team takes on.



“WE ENJOY COLLABORATING [WITH EACH OTHER] AND BEING CREATIVE WITH OUR APPROACHES...WE CONTINUE TO BE EXCITED AND ENTHUSIASTIC ABOUT EVERY PROJECT THAT COMES OUR WAY. - EVE”

# Bringing Friends & Family Together



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# North Shore Real Producers Fall Event

Hosted by Pinstripes

Thank you to all those who joined us in making the *North Shore Real Producers* fall event at Pinstripes so memorable! Your energy and connections were the highlight of the afternoon. We hope you enjoyed a few rounds of bocce ball while reconnecting with the best in the business.

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**

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



Kieron Quane won AirPods Pros from John Noyes with CrossCountry Mortgage.

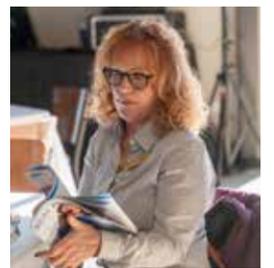


Nick Blackshaw won a Meta Quest All-In-One Virtual Reality Headset from Martin Lorenzen with NRL Mortgage.



Karen Goins won a cozy throw blanket and gift card to the Eaglewood Resort and Spa for a spa day from Yael Rajstein with YR Studio.







# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	117.5	\$70,356,261	85	\$52,838,605	202.5	\$123,194,866
2	Jena	Radnay	19	\$72,835,300	14	\$46,819,900	33	\$119,655,200
3	John	Morrison	50	\$47,313,427	32.5	\$27,070,000	82.5	\$74,383,427
4	Anita	Olsen	175	\$70,486,500	0	\$0	175	\$70,486,500
5	Paige	Dooley	18.5	\$35,880,290	16.5	\$32,834,120	35	\$68,714,410
6	Connie	Dornan	46	\$35,946,102	31.5	\$23,643,800	77.5	\$59,589,902
7	Sarah	Leonard	81	\$30,001,418	63.5	\$20,411,290	144.5	\$50,412,708
8	Maria	Delboccio	37	\$22,548,297	47.5	\$26,511,843	84.5	\$49,060,140
9	Leslie	McDonnell	48	\$23,915,577	36	\$19,246,156	84	\$43,161,732
10	Kim	Alden	16	\$9,111,750	95.5	\$33,069,465	111.5	\$42,181,215
11	Craig	Fallico	43	\$23,993,500	31	\$15,692,900	74	\$39,686,400
12	Holly	Connors	35	\$17,994,700	35.5	\$18,693,325	70.5	\$36,688,025
13	Pam	MacPherson	15.5	\$15,635,950	23	\$20,874,450	38.5	\$36,510,400
14	Dean	Tubekis	38	\$27,656,900	18	\$8,547,800	56	\$36,204,700
15	Jeff	Ohm	17	\$18,972,343	13	\$15,413,982	30	\$34,386,325
16	Joanne	Hudson	15	\$25,681,645	7	\$7,549,000	22	\$33,230,645
17	Anne	Dubray	20	\$17,728,000	16	\$14,802,940	36	\$32,530,940
18	Susan	Maman	8	\$12,510,600	10	\$16,952,000	18	\$29,462,600
19	Andra	O'Neill	16	\$16,737,459	9	\$12,630,000	25	\$29,367,459
20	Janet	Borden	15	\$14,008,750	18	\$14,205,500	33	\$28,214,250
21	Jim	Starwalt	44	\$11,537,800	61	\$16,553,134	105	\$28,090,934
22	Lisa	Wolf	43	\$19,890,100	18	\$7,788,390	61	\$27,678,490
23	Robbie	Morrison	22.5	\$17,355,050	13	\$9,928,300	35.5	\$27,283,350
24	Beth	Wexler	14.5	\$11,811,200	17	\$14,714,500	31.5	\$26,525,700
25	Marlene	Rubenstein	8	\$8,925,620	12.5	\$17,403,145	20.5	\$26,328,766
26	Michael	Thomas	23	\$12,161,122	23	\$14,153,044	46	\$26,314,166
27	Elizabeth	Wieneke	14.5	\$19,635,000	5.5	\$6,601,000	20	\$26,236,000
28	Kati	Spaniak	18.5	\$15,547,500	10.5	\$10,344,400	29	\$25,891,900
29	Cory	Green	7	\$7,245,000	17	\$18,265,653	24	\$25,510,653
30	Bonnie	Tripton	6	\$9,174,000	9	\$15,430,500	15	\$24,604,500
31	Connie	Antoniou	18	\$18,354,090	7	\$5,883,199	25	\$24,237,290
32	Nicholas	Solano	42	\$24,142,634	0	\$0	42	\$24,142,634
33	Missy	Jerfita	15	\$14,001,832	8	\$9,855,000	23	\$23,856,832
34	Samantha	Kalamaras	25	\$17,432,000	9	\$6,397,740	34	\$23,829,740

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Ann	Lyon	11	\$16,746,284	3	\$6,884,500	14	\$23,630,784
36	Jamie	Hering	33	\$11,720,450	31.5	\$11,806,193	64.5	\$23,526,643
37	Margie	Brooks	7	\$10,498,355	11	\$12,927,500	18	\$23,425,855
38	Meredith	Schreiber	11.5	\$9,550,000	16.5	\$13,323,000	28	\$22,873,000
39	Shaun	Raugstad	15	\$14,256,350	10	\$8,303,400	25	\$22,559,750
40	Ted	Pickus	10	\$6,610,210	17.5	\$15,882,500	27.5	\$22,492,710
41	Caroline	Starr	16	\$12,448,000	17.5	\$9,537,719	33.5	\$21,985,719
42	Mary	Hoffman	57	\$21,730,046	0	\$0	57	\$21,730,046
43	Jackie	Mack	21.5	\$13,868,690	12.5	\$7,346,125	34	\$21,214,815
44	Vaseekaran	Janarthanam	15	\$6,328,900	33	\$14,732,625	48	\$21,061,525
45	Kelly	Malina	38.5	\$18,352,160	8	\$2,524,600	46.5	\$20,876,760
46	Megan	Mawicke Bradley	6	\$8,852,279	7	\$11,758,500	13	\$20,610,779
47	Nancy	Adelman	8	\$12,980,000	6	\$7,525,500	14	\$20,505,500
48	Cathy	Oberbroeckling	37	\$17,895,318	6	\$2,287,895	43	\$20,183,213
49	Katharine	Hackett	1	\$1,261,000	13	\$18,380,500	14	\$19,641,500
50	Mary	Grant	6	\$9,863,500	6	\$9,718,000	12	\$19,581,500

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



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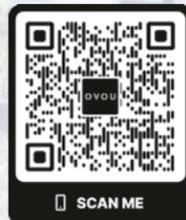
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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Alan	Berlow	20	\$12,407,300	12.5	\$7,009,900	32.5	\$19,417,200
52	Sally	Mabadi	14	\$17,949,937	1	\$960,000	15	\$18,909,937
53	Jodi	Cinq-Mars	20.5	\$6,641,850	35	\$12,005,401	55.5	\$18,647,251
54	Jacqueline	Lotzof	7.5	\$5,026,450	15	\$13,442,750	22.5	\$18,469,200
55	Tyler	Lewke	16	\$6,236,658	26.5	\$11,909,025	42.5	\$18,145,684
56	Judy	Greenberg	17.5	\$10,737,286	11	\$7,385,500	28.5	\$18,122,786
57	Alyson	Tesar	2.5	\$3,232,500	8	\$14,855,500	10.5	\$18,088,000
58	Nancy	Gibson	15	\$10,515,000	7	\$7,493,397	22	\$18,008,397
59	Alissa	McNicholas	8.5	\$9,043,000	7	\$8,794,775	15.5	\$17,837,775
60	Dinny	Dwyer	5	\$11,112,250	4	\$6,672,000	9	\$17,784,250
61	Sheryl	Graff	10	\$11,994,500	5	\$5,583,000	15	\$17,577,500
62	Geoff	Brown	6.5	\$5,295,625	11.5	\$12,281,000	18	\$17,576,625
63	Heidi	Seagren	8	\$10,353,500	5	\$7,156,000	13	\$17,509,500
64	Andee	Hausman	18	\$8,872,400	15	\$8,597,000	33	\$17,469,400
65	Amy	Derango	17	\$7,613,700	21	\$9,819,802	38	\$17,433,502
66	Carrie	McCormick	6.5	\$7,934,500	6	\$9,325,000	12.5	\$17,259,500
67	Linda	Little	32.5	\$17,182,614	0	\$0	32.5	\$17,182,614
68	Cheryl	Bonk	32.5	\$17,182,614	0	\$0	32.5	\$17,182,614
69	Lori	Baker	8.5	\$9,043,000	7.5	\$8,060,375	16	\$17,103,375
70	James	Ziltz	34	\$16,941,915	0	\$0	34	\$16,941,915
71	Kathryn	Mangel	2	\$5,758,000	6	\$10,544,000	8	\$16,302,000
72	Aaron	Share	4.5	\$3,760,250	13	\$12,524,900	17.5	\$16,285,150
73	Lori	Rowe	24	\$11,661,475	11.5	\$4,592,500	35.5	\$16,253,975
74	Abhijit	Leekha	3	\$956,000	35	\$15,225,378	38	\$16,181,378
75	Stephanie	Andre	13.5	\$7,226,100	17	\$8,724,000	30.5	\$15,950,100
76	Benjamin	Hickman	17	\$5,836,399	28	\$10,088,940	45	\$15,925,339
77	Beth	Alberts	5.5	\$5,998,000	16	\$9,727,050	21.5	\$15,725,050
78	Matthew	Messel	17	\$6,920,623	20.5	\$8,567,400	37.5	\$15,488,023
79	Robert	Picciariello	30	\$15,482,800	0	\$0	30	\$15,482,800
80	Tamara	O'Connor	25	\$9,825,600	12	\$5,592,890	37	\$15,418,490
81	Sarah	Toso	28	\$15,402,788	0	\$0	28	\$15,402,788
82	Corey	Barker	23	\$9,364,990	13	\$5,985,000	36	\$15,349,990
83	Diana	Matichyn	19.5	\$9,687,400	14.5	\$5,659,750	34	\$15,347,150
84	Jodi	Taub	5.5	\$5,152,500	12.5	\$9,923,250	18	\$15,075,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lyn	Wise	5	\$3,249,500	8.5	\$11,717,500	13.5	\$14,967,000
86	Basel	Tarabein	10.5	\$3,914,209	13.5	\$11,037,420	24	\$14,951,629
87	Brandy	Isaac	10	\$7,158,000	9	\$7,584,900	19	\$14,742,900
88	Leigh	Marcus	8	\$3,830,000	14.5	\$10,864,540	22.5	\$14,694,540
89	Nathan	Freeborn	7	\$4,621,250	14	\$10,056,000	21	\$14,677,250
90	Jody	Dickstein	7	\$10,353,597	3.5	\$4,280,000	10.5	\$14,633,597
91	Allison	Silver	11.5	\$9,956,750	4.5	\$4,630,500	16	\$14,587,250
92	Lisa	Trace	9.5	\$7,138,250	9	\$6,929,000	18.5	\$14,067,250
93	Winfield	Cohen	14	\$4,438,500	12	\$9,628,250	26	\$14,066,750
94	Amy	Foote	21	\$7,309,707	21.5	\$6,618,400	42.5	\$13,928,107
95	Harris	Ali	3	\$1,896,500	28	\$12,021,300	31	\$13,917,800
96	Laura	Fitzpatrick	7	\$5,136,900	6	\$8,416,250	13	\$13,553,150
97	Amy	Kite	18	\$6,746,232	19.5	\$6,685,385	37.5	\$13,431,616
98	Nevin	Nelson	9	\$3,939,125	13	\$9,366,001	22	\$13,305,126
99	Jen	Ortman	14	\$6,745,750	12	\$6,365,499	26	\$13,111,249
100	Matt	Steiger	9	\$8,965,400	6	\$4,082,000	15	\$13,047,400

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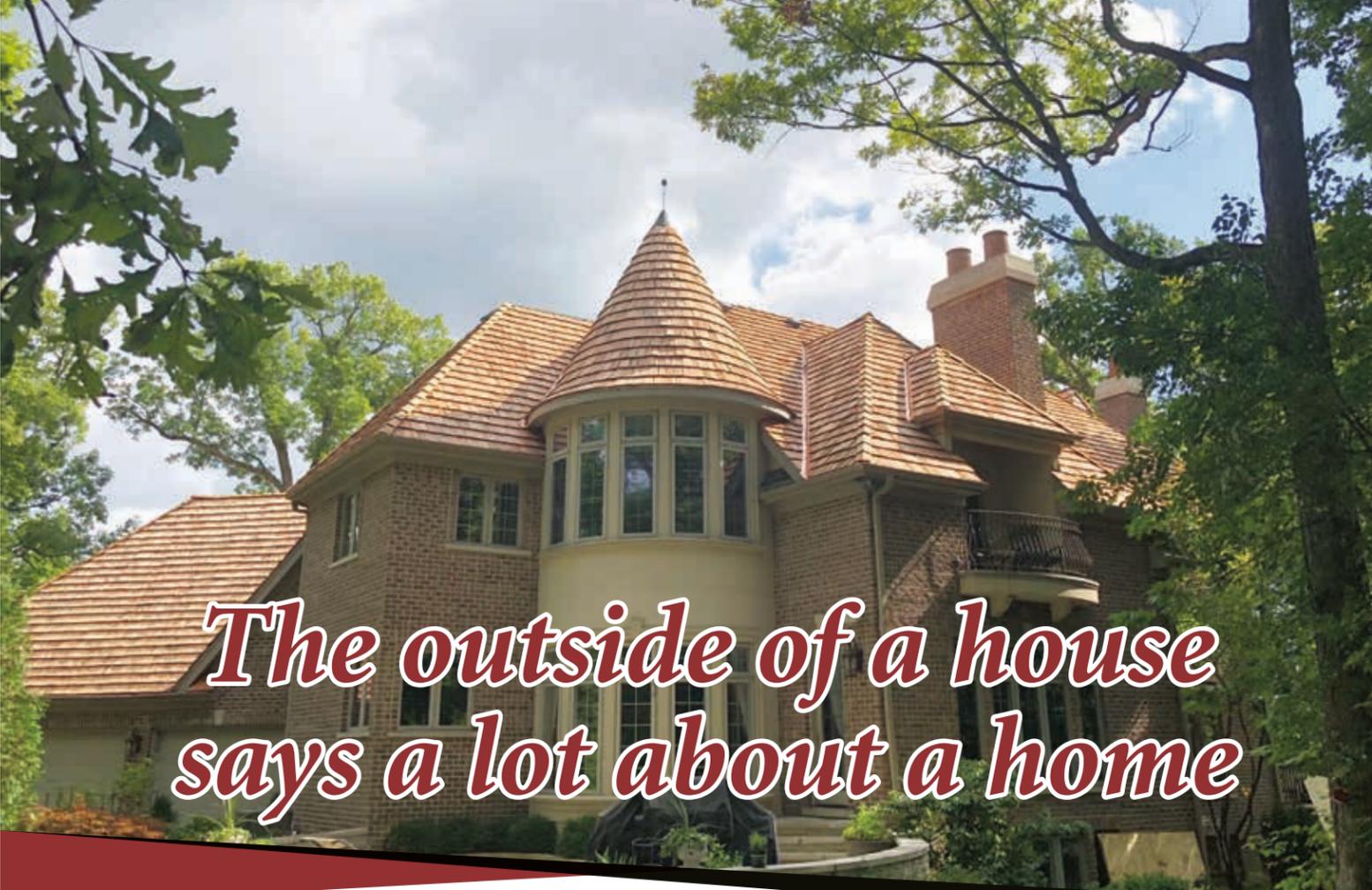


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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Suzanne	Myers	8	\$9,318,500	4	\$3,663,000	12	\$12,981,500
102	Karen	Arenson	4.5	\$6,949,500	3	\$6,031,900	7.5	\$12,981,400
103	Gloria	Matlin	6	\$6,502,000	6	\$6,313,000	12	\$12,815,000
104	Lindy	Goss	4	\$3,991,500	12	\$8,730,500	16	\$12,722,000
105	Susan	Pickard	22	\$7,273,000	12	\$5,233,915	34	\$12,506,915
106	Vittoria	Logli	11	\$7,238,750	7	\$5,163,498	18	\$12,402,248
107	Samantha	Trace	9.5	\$7,138,250	5	\$5,245,000	14.5	\$12,383,250
108	Darragh	Landry	5	\$4,605,000	7	\$7,655,500	12	\$12,260,500
109	Michael	Mitchell	8	\$8,295,000	5	\$3,950,333	13	\$12,245,333
110	Esther	Zamudio	14	\$3,784,000	31	\$8,437,401	45	\$12,221,401
111	Jesus	Perez	16	\$3,953,900	34	\$8,221,040	50	\$12,174,940
112	Amy	Diamond	10.5	\$4,818,500	14.5	\$7,297,000	25	\$12,115,500
113	Ralph	Milito	13	\$5,837,300	13	\$6,264,000	26	\$12,101,300
114	Jeannie	Kurtzhalts	7.5	\$8,551,500	4	\$3,538,500	11.5	\$12,090,000
115	Shaunna	Burhop	17	\$9,037,680	7	\$2,987,900	24	\$12,025,580
116	Houda	Chedid	4	\$8,423,750	2	\$3,600,000	6	\$12,023,750
117	Katrina	De Los Reyes	5.5	\$2,612,875	13	\$9,395,003	18.5	\$12,007,878
118	Laura	Cartwright	15	\$7,406,900	9	\$4,585,000	24	\$11,991,900
119	Mary	Summerville	12	\$7,232,250	10.5	\$4,742,600	22.5	\$11,974,850
120	Katherine	Hudson	7	\$8,465,000	3	\$3,466,000	10	\$11,931,000
121	Maureen	O'Grady-Tuohy	10.5	\$9,424,000	3	\$2,506,000	13.5	\$11,930,000
122	Robert	Wisdom	25	\$8,177,506	11	\$3,535,990	36	\$11,713,496
123	Tara	Kelleher	14	\$7,988,400	7	\$3,635,050	21	\$11,623,450
124	Richard	Richker	3.5	\$4,682,500	6	\$6,937,000	9.5	\$11,619,500
125	Elise	Rinaldi	4	\$8,096,000	5	\$3,517,000	9	\$11,613,000
126	Danny	McGovern	6.5	\$5,781,000	9	\$5,828,000	15.5	\$11,609,000
127	Bill	Flemming	17	\$10,895,501	1	\$610,741	18	\$11,506,242
128	Kate	Fanselow	7.5	\$5,152,000	7.5	\$6,318,000	15	\$11,470,000
129	Dominick	Clarizio	6	\$6,575,650	5	\$4,849,800	11	\$11,425,450
130	Susan	Teper	8.5	\$6,636,000	8	\$4,616,140	16.5	\$11,252,140
131	Marina	Carney	4.5	\$3,526,000	8	\$7,694,000	12.5	\$11,220,000
132	Karina	Kolb-Formento	4	\$2,518,000	5	\$8,615,000	9	\$11,133,000
133	Katherine	Harris	3.5	\$8,578,500	3	\$2,532,000	6.5	\$11,110,500
134	Mona	Hellinga	3.5	\$5,765,500	4.5	\$5,320,500	8	\$11,086,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kathryn	Moor	2	\$3,190,210	6	\$7,890,000	8	\$11,080,210
136	Sara	Sogol	23	\$8,710,099	6	\$2,369,000	29	\$11,079,099
137	Debra	Baker	7	\$5,492,299	11	\$5,584,100	18	\$11,076,399
138	David	Korkoian	15.5	\$7,886,750	4	\$3,169,000	19.5	\$11,055,750
139	Audra	Casey	9	\$7,894,500	5	\$3,145,500	14	\$11,040,000
140	Sheryl	Fisher	7	\$7,892,500	3	\$3,092,500	10	\$10,985,000
141	Randall	Brush	24	\$9,379,349	4	\$1,463,000	28	\$10,842,349
142	Leslie	Maguire	4	\$6,190,000	3	\$4,512,200	7	\$10,702,200
143	Michael	Herrick	13	\$4,994,500	10	\$5,693,700	23	\$10,688,200
144	Jean	Anderson	2.5	\$3,625,000	8	\$7,007,750	10.5	\$10,632,750
145	Lindsey	Kaplan	7.5	\$3,492,454	11.5	\$7,127,000	19	\$10,619,454
146	Miranda	Alt	13	\$5,583,000	13	\$5,022,800	26	\$10,605,800
147	Janice	Hazlett	3	\$1,459,000	7	\$9,042,499	10	\$10,501,499
148	Elizabeth	Bryant	8	\$5,327,400	4	\$5,060,000	12	\$10,387,400
149	Cory	Albiani	11	\$7,052,723	5	\$3,319,000	16	\$10,371,723
150	David	Schwabe	12.5	\$5,675,132	13.5	\$4,655,430	26	\$10,330,562

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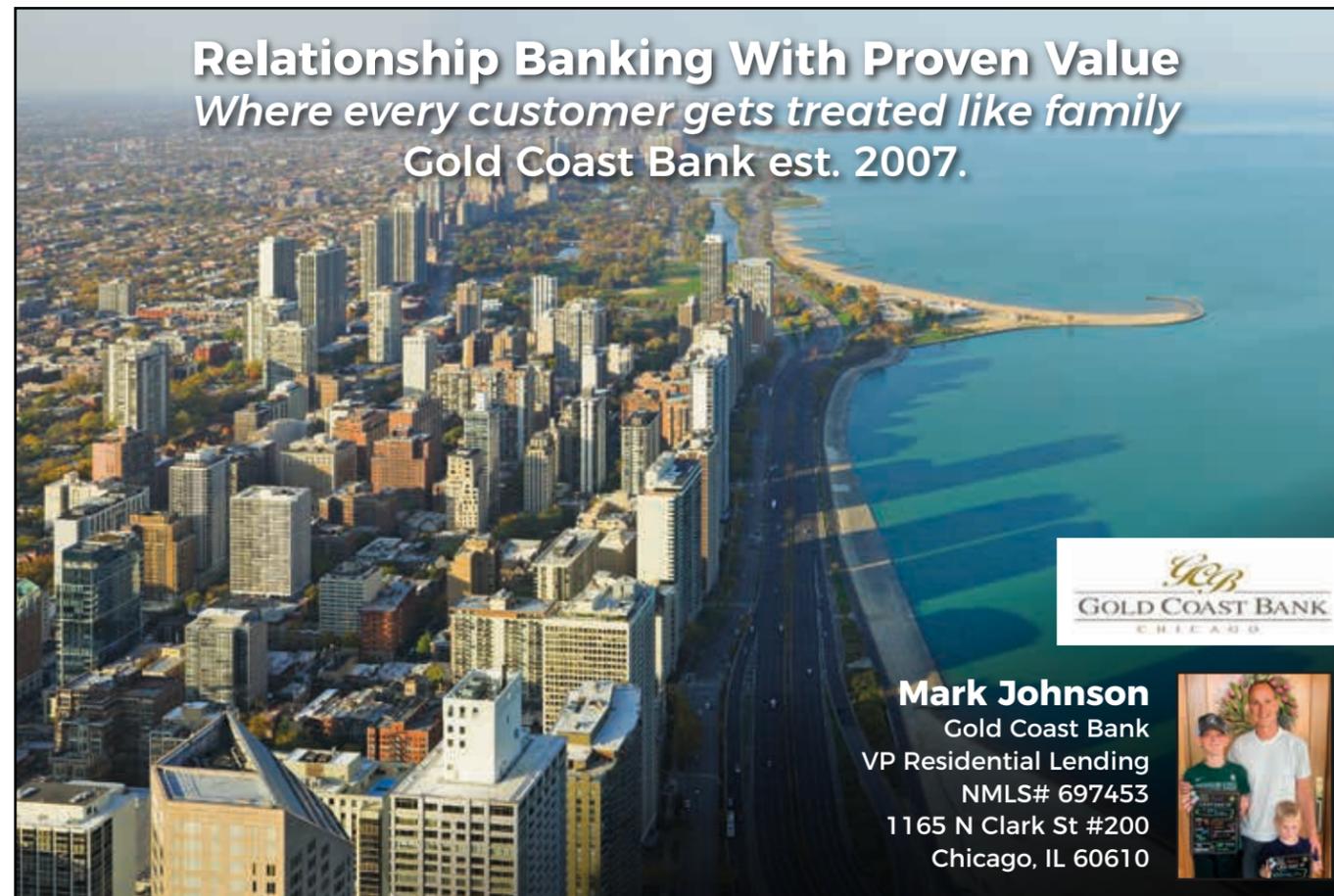
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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Teresa	Stultz	13	\$4,058,800	19	\$6,097,300	32	\$10,156,100
152	Honore	Fru mentino	9.5	\$7,312,868	7.5	\$2,839,300	17	\$10,152,168
153	Mark	Kloss	10	\$4,998,500	9	\$5,115,500	19	\$10,114,000
154	Melissa	Siegal	4.5	\$3,467,500	8.5	\$6,619,160	13	\$10,086,660
155	Lori	Nieman	4	\$6,920,000	2	\$3,162,058	6	\$10,082,058
156	Matt	Laricy	2	\$675,000	9	\$9,372,000	11	\$10,047,000
157	Victoria	Stein	7	\$4,530,000	8	\$5,479,900	15	\$10,009,900
158	Marybeth	Dazzo	6	\$3,094,750	9	\$6,874,000	15	\$9,968,750
159	Bill	Dewar	3	\$5,290,000	4	\$4,651,500	7	\$9,941,500
160	Marla	Schneider	6	\$4,188,450	11	\$5,690,000	17	\$9,878,450
161	Christopher	Davis	12	\$3,901,120	16	\$5,921,700	28	\$9,822,820
162	Cricket	King	3	\$2,789,500	5	\$7,019,800	8	\$9,809,300
163	William	Squires	3	\$1,942,500	3	\$7,810,000	6	\$9,752,500
164	Liz	Anderson	5.5	\$4,522,403	6	\$5,225,000	11.5	\$9,747,403
165	Robin	Chessick	6	\$3,151,026	11.5	\$6,571,200	17.5	\$9,722,226
166	Julie	Schultz	4	\$2,795,000	12	\$6,847,500	16	\$9,642,500
167	Elizabeth	Goodchild	8	\$2,310,750	21.5	\$7,276,545	29.5	\$9,587,295
168	Anna	Klarck	9.5	\$4,697,750	10	\$4,884,768	19.5	\$9,582,518
169	Renee	Clark	9	\$5,818,478	5	\$3,750,000	14	\$9,568,478
170	Thomas	Zander	17	\$7,531,800	7	\$1,976,300	24	\$9,508,100
171	Julia	Alexander	14	\$4,715,300	19	\$4,786,300	33	\$9,501,600
172	Sherri	Esenberg	16	\$6,639,000	6	\$2,836,194	22	\$9,475,194
173	Linda	Levin	5.5	\$5,284,500	5	\$4,139,000	10.5	\$9,423,500
174	Jeffrey	Taylor	15	\$5,979,500	7	\$3,409,000	22	\$9,388,500
175	Sadie	Winter	3.5	\$1,801,620	20	\$7,573,410	23.5	\$9,375,030
176	Scott	Shapiro	20	\$8,966,500	1	\$390,000	21	\$9,356,500
177	Daniel	Timm	15	\$7,390,750	4	\$1,961,000	19	\$9,351,750
178	Stacy	Johnson	16	\$6,045,500	7	\$3,262,391	23	\$9,307,891
179	Cheryl	Waldstein	4	\$5,634,000	3	\$3,657,000	7	\$9,291,000
180	Heidi	Michaels	15	\$7,592,000	4	\$1,670,000	19	\$9,262,000
181	Kiki	Clark	7	\$5,106,000	4	\$4,073,000	11	\$9,179,000
182	Rafay	Qamar	13	\$4,662,100	12	\$4,515,200	25	\$9,177,300
183	David	Chung	2.5	\$2,464,511	6	\$6,685,000	8.5	\$9,149,511
184	Emily	Destefano	5	\$7,009,100	3	\$2,108,000	8	\$9,117,100

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Aleksandr	Katsman	5.5	\$2,921,400	18	\$6,090,400	23.5	\$9,011,800
186	Beth	Repta	19	\$6,460,200	6	\$2,483,300	25	\$8,943,500
187	Tracy	Wurster	5.5	\$6,262,000	2.5	\$2,635,000	8	\$8,897,000
188	Frank	Denovi	29	\$8,865,104	0	\$0	29	\$8,865,104
189	Annika	Valdiserri	3	\$4,825,000	3	\$4,037,597	6	\$8,862,597
190	John	Mawicke	6	\$8,852,279	0	\$0	6	\$8,852,279
191	Mark	Schrimmer	7	\$4,284,000	7	\$4,541,050	14	\$8,825,050
192	Julie	Cassin	3.5	\$4,231,250	2	\$4,550,000	5.5	\$8,781,250
193	Liz	Watson	5.5	\$8,727,500	0	\$0	5.5	\$8,727,500
194	Nicholas	Blackshaw	3	\$1,238,698	12	\$7,353,000	15	\$8,591,698
195	Tania	Forte	8	\$5,625,000	4	\$2,963,900	12	\$8,588,900
196	Christopher	Gaggero	4.5	\$2,082,600	7	\$6,484,000	11.5	\$8,566,600
197	Patti	Furman	25	\$8,492,474	0	\$0	25	\$8,492,474
198	Gina	Shad	6	\$5,076,000	3	\$3,407,500	9	\$8,483,500
199	Monica	Corbett	4	\$5,648,400	3	\$2,830,000	7	\$8,478,400
200	Annie	Royster Lenzke	4	\$5,678,875	2.5	\$2,793,500	6.5	\$8,472,375

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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	Joel	Holland	1	\$480,000	10	\$7,991,500	11	\$8,471,500
202	Lauren	Mitrick Wood	1	\$525,000	11.5	\$7,901,500	12.5	\$8,426,500
203	Emily	Smart Lemire	1.5	\$2,441,000	6	\$5,981,000	7.5	\$8,422,000
204	Sohail	Salahuddin	10	\$6,675,080	3.5	\$1,725,025	13.5	\$8,400,105
205	Dawn	Bremer	10	\$4,587,899	10.5	\$3,783,515	20.5	\$8,371,414
206	Lauer	Baby	2	\$2,463,506	3	\$5,866,000	5	\$8,329,506
207	Ashley	Arzer	11.5	\$4,069,050	12	\$4,223,500	23.5	\$8,292,550
208	Michael	Lohens	8.5	\$4,523,000	7	\$3,715,400	15.5	\$8,238,400
209	Kelly	Janowiak	12.5	\$5,255,786	6	\$2,976,000	18.5	\$8,231,786
210	Misael	Chacon	22	\$8,220,800	0	\$0	22	\$8,220,800
211	Olga	Kaminska	12	\$4,279,000	7.5	\$3,920,101	19.5	\$8,199,101
212	Eugene	Abbott	5	\$2,297,500	8	\$5,892,100	13	\$8,189,600
213	Anne	Gummersall	2	\$3,775,000	2	\$4,400,000	4	\$8,175,000
214	Susan	Roche	8.5	\$5,735,500	5	\$2,425,000	13.5	\$8,160,500
215	Michael	Graff	6	\$5,034,500	7	\$3,121,000	13	\$8,155,500
216	Lisa	Wisdom	24.5	\$8,152,506	0	\$0	24.5	\$8,152,506
217	Mandy	Montford	14	\$5,490,375	6	\$2,645,450	20	\$8,135,825
218	Rutul	Parekh	6	\$1,755,900	16	\$6,373,592	22	\$8,129,492
219	Nano	Engdahl	12	\$5,617,250	6	\$2,485,500	18	\$8,102,750
220	Amy	Philpott	6	\$2,775,900	11	\$5,282,000	17	\$8,057,900
221	Sang	Han	8	\$4,206,228	10	\$3,847,128	18	\$8,053,356
222	Michael	Levin	6.5	\$4,562,500	3	\$3,470,000	9.5	\$8,032,500
223	Christopher	Lobrillo	29.5	\$8,021,133	0	\$0	29.5	\$8,021,133
224	Lynda	Sanchez-Werner	29.5	\$8,021,133	0	\$0	29.5	\$8,021,133
225	Joey	Gault	6.5	\$6,869,750	1	\$1,122,500	7.5	\$7,992,250
226	Janine	Sasso	15.5	\$7,087,501	2	\$870,000	17.5	\$7,957,501
227	Cherie	Smith Zurek	18	\$6,239,400	5	\$1,718,015	23	\$7,957,415
228	Feliberto	Salgado	14	\$5,087,900	5	\$2,857,500	19	\$7,945,400
229	Annie	Flanagan	1.5	\$2,472,500	5	\$5,438,000	6.5	\$7,910,500
230	Vilma	Alvarez	15	\$5,165,450	8	\$2,699,600	23	\$7,865,050
231	Krystyna	Fritz	13	\$5,806,961	5	\$2,037,400	18	\$7,844,361
232	Megan	Likus	11.5	\$6,113,050	3	\$1,668,000	14.5	\$7,781,050
233	Mark	Ahmad	10.5	\$4,965,150	3	\$2,805,000	13.5	\$7,770,150
234	Kary	Leon	11.5	\$6,816,250	2.5	\$927,100	14	\$7,743,350

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Samuel	Lubeck	3	\$1,625,000	12	\$6,108,450	15	\$7,733,450
236	Flor	Hasselbring	3.5	\$5,765,500	1.5	\$1,957,500	5	\$7,723,000
237	Natalie	Moore	3	\$1,234,000	13	\$6,470,750	16	\$7,704,750
238	Anne	Malone	3	\$5,675,000	1	\$2,010,000	4	\$7,685,000
239	Marj	Carpenter	19	\$5,730,135	4	\$1,953,605	23	\$7,683,740
240	Ken	Snedegar	4	\$1,791,480	10	\$5,872,498	14	\$7,663,978
241	Barbara	Cullen	10	\$5,243,900	5	\$2,418,900	15	\$7,662,800
242	Joseph	Render	11	\$3,666,000	10	\$3,979,301	21	\$7,645,301
243	Valerie	Campbell	11	\$5,587,400	4	\$2,051,500	15	\$7,638,900
244	Sandra	Amidei	14	\$4,931,300	9	\$2,691,000	23	\$7,622,300
245	Joan	Couris	19.5	\$5,952,000	6	\$1,668,000	25.5	\$7,620,000
246	Mario	Greco	4	\$2,937,250	4	\$4,660,000	8	\$7,597,250
247	Terri	Hunt	10.5	\$4,727,150	7	\$2,867,000	17.5	\$7,594,150
248	Lisa	Miceli	5.5	\$2,796,500	7	\$4,787,800	12.5	\$7,584,300
249	Gregorio	Cirone	13	\$4,906,700	7	\$2,670,300	20	\$7,577,000
250	Jacklyn	Pepoon	1	\$838,000	8	\$6,727,500	9	\$7,565,500

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# ALEX FILIN

SVP OF MORTGAGE LENDING



Competition is still fierce in this real estate market, and I know that time is money. Your buyers need every advantage when it comes to multiple bids, competing with cash offers, and winning the home of their dreams.

**Guaranteed Rate's FastTrack can help your clients close within 10 days.**

The average industry clear-to-close is 30-45 days with other lenders, but we're giving buyers the power they need to compete with cash by offering CTC **in as fast as 24 hours.**

Want to get on the FastTrack? Scan my QR code now and reach out!



**\$95M CLOSED IN 2021<sup>1</sup>**  
NEW HOME PURCHASES =  
67% OF OUR TRANSACTIONS



**FAST CLEAR-TO-CLOSE**  
CTC IN AS LITTLE AS 24 HOURS<sup>2</sup>



**#1 JUMBO NON-BANK LENDER**  
GUARANTEED RATE<sup>3</sup>

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**YOUR CHICAGOLAND CLIENT RETENTION SYSTEM**



1- Guaranteed Rate's 2021 Internal Production Data | 2- \*The Guaranteed Rate FastTrack is available from 5/1/22 through 11:59 PM, 8/31/22 provides that eligible borrowers will receive a "Clear to Close Loan Commitment" ("CTC") within twenty-four business hours from Guaranteed Rate's receipt of all necessary borrower documentation. Guaranteed Rate, Inc. reserves the right to revoke this "CTC" at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation and the offer could change at any time without notice. CTC is subject to certain underwriting conditions, including clear title and no loss of appraisal waiver, amongst others. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and Intent to Proceed must be signed within twenty-four business hours of receipt. Not eligible for all loan types or residence types. Down payment restrictions may apply. Eligible for primary and second homes. Property must be eligible for an Appraisal Waiver and borrower must opt in to AccountChk for automated income and asset verification. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties' level of participation at any stage of the loan process. Contact Guaranteed Rate for more information. | 3- #1 non-bank jumbo lender in the country with in house delegation for 10+ jumbo investors. Based on 2020 HMDA data as reported by Inside Nonconforming Markets.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. NMLS ID: 1433047, LO#: CA - CA-DFP1433047, CO - 100521177, FL - LO81724, IL - 0310041816, IN - 32861, KY - MC749969, MI - 1433047, MN - MN-MLO-1433047, WI - 1433047 Guaranteed Rate Inc., NMLS #2671. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act CO - Regulated by the Division of Real Estate, (866)-934-7283 FL - Lic# MLD1102 IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 IN - Lic #11060 & #10332 KY - Mortgage Company Lic #MC20335 MI - Lic #FR0018846 & SR0018847 MN - Not an offer for a rate lock agreement WI - Lic #27394BA & 2611BR



MORTGAGE

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+ YOUR CLIENT'S PEACE OF MIND  
= YOUR SUCCESS!**

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us **TODAY!***



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