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Details on page 58

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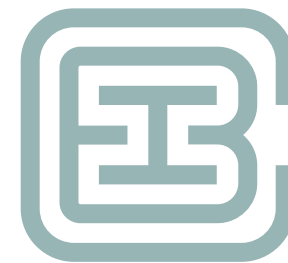
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TABLE OF CONTENTS



14
On the Rise:
Iris Kohl,
Lindsay
Metzger,
and Kelsey
Shah



22
Partner
Spotlight:
Chicagoland
Home
Inspectors,
Inc.



29
Business:
Embracing
Innovation
to Pave
the Way to
Success



30
Cover
Story:
Lance
Kirshner
of the
LAKE
Group



36
Partner
Spotlight:
H2H
Movers




42
Agent
Feature:
Jennifer
Liu



49
Cover
Rewind -
October
2018:
Frank
Montro



52
Agent
Feature:
Jake
Fugman
& Michael
Seanlon



58
Fall
Event:
Private
River
North
Luxury
Listing

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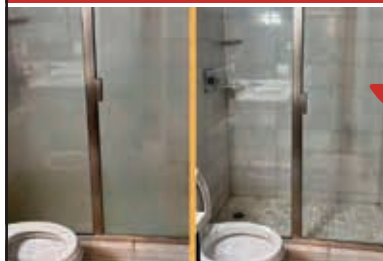
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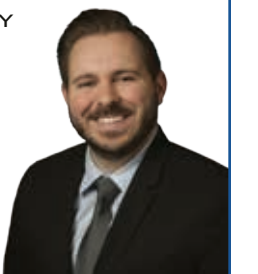
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NOTE

Most of you who follow my wife or me on Facebook have already seen these photos. I was excited the day had finally come when all of our kids were in school all day, and we would both get an uninterrupted seven-hour time block from Monday through Friday to be productive.

Then the reality set in that my oldest daughter could potentially be out of the house in four years. Questions of parenting inadequacies started to fill my mind like water bursting out of a dam. Have I spent enough quality time with her? Did we prepare

her well enough for high school? Does she feel unconditionally loved by me? Am I sufficiently modeling what it looks like to love God, her mother, and her siblings?

Then I paused and realized that I was making it about me. Sometimes we get so caught up in raising and training our offspring, that we simply forget to enjoy their presence in our life. This past month I have been striving to make a conscious effort to appreciate the qualities and gifts each of our children bring to our family dynamic. My challenge to you is to do the same with the people you come in contact with whether it be during a real estate transaction, family gathering, or social event.

We are happy to announce that our fall event will take place on October 12th from 4 PM - 7 PM at a private luxury listing in River North (400 N Huron St. #501 Chicago, IL 60654)! Details and the QR code to register can be found on page 58. We can't wait to see you!



Andy Burton
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Three's
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IRIS KOHL, LINDSAY METZGER, & KELSEY SHAH

▶ on the rise

By Lauren Young
Photos by Caleb Pickman

“I got hooked on HGTV about sixteen years ago,” says Iris Kohl, principal at RH Group in Chicago. “I loved the creativity of the house flippers, home stagers, and contractors, as well as the final outcomes. During the height of the real estate bubble in 2007, I started taking real estate courses. Then the market crashed.”

That year, Iris also had her daughter, Ava, so she decided to focus on her duties as a mom. The desire to become a REALTOR® never left, however, so in 2018 Iris finally became a licensed agent. The experience of growing up as the daughter of immigrants, instilled in Iris an inner drive and determination that motivates her today.

“Initially, my parents left my brother and me with our grandparents in Albania and moved to Italy,” she says. “Six months later, we reunited and then came to the US. Adapting to new cultures and restarting our lives taught me how to be resilient. It also taught me about [how it’s okay] not always having a perfect plan but trusting the process of hard work.”

A few years into her career as a REALTOR®, Iris became a mentor to new agent, Lindsay Metzger. Lindsay had been a professional opera singer her whole adult life. But when the COVID-19 pandemic caused the arts and entertainment industry to shutter its doors for so long, Lindsay was left without a plan B. She decided to pursue her, until then, quiet passion for real estate.

“Opera is one of the most challenging careers. It involves facing constant rejection, sacrifice, travel, discipline, and self-motivation,” Lindsay says. “I was seeking another business where I could capitalize on being myself.”

“I’m organized and communicative, but where I really shine is in my relationships with people,” Lindsay adds. “I can talk to anyone. I didn’t realize how much that skill would activate my success in real estate.”



LINDSAY METZGER
“PERSONALLY,
I’M PASSIONATE
ABOUT EDUCATING
PEOPLE ABOUT REAL
ESTATE AS A WAY
TO HELP THEM.”

Upon forming their official team in 2022, Iris and Lindsay were joined by another agent new to real estate. Kelsey Shah spent over a decade working in sales and events management for Four Seasons Hotels and Resorts, the Ritz-Carlton, and Brand RPM®. In her past roles, she helped create luxurious events—everything from birthday bashes to corporate galas to over-the-top weddings—for a broad range of savvy clients with high expectations.



IRIS KOHL
“I AM ALWAYS
LOOKING FOR
INNOVATIVE WAYS
I CAN BETTER
SERVE CLIENTS.”

Like Lindsay, Kelsey’s industry was turned upside down by the pandemic, causing her to look for an alternative career. After going through the home purchase process with her husband in 2020, she got the push to choose real estate as her next move.



KELSEY SHAH
“IT’S EMPOWERING
THAT WE ARE AN
ALL-WOMAN TEAM
THAT IS FUELED
BY FRIENDSHIP,
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“Working in the events industry developed my intuition for always anticipating client needs and stressing the importance of personalizing each client experience, and for nurturing relationships with partners,” Kelsey says. “Making, keeping, and cultivating relationships became second nature to me. Like hospitality, real estate is a social business.”





The three agents clicked immediately and today they form the RH Group at Compass, bringing their diverse backgrounds together with the aim of providing exceptional service. In their short time together, they've identified their unique skills and strengths and how to leverage them on behalf of their clients.

"We all have different areas of expertise from our past careers," says Lindsay. "It's a very symbiotic partnership with tons of support and closeness. Personally, I'm passionate about educating people about real estate as a way to help them."

"I am always looking for innovative ways I can better serve clients," says Iris. "Compass is very much at the top of their game with the technology they offer our clients and agents."

"It's empowering that we are an all-woman team that is fueled by friendship, mentorship, collaboration, and creativity," adds Kelsey. "We were all creative in our previous careers, and I believe that is the key to our success as natural relationship curators, negotiators, and connectors."

Outside of the office, RH Group Chicago participates in Chicago's Compass Cares programs to give back to their community. This year, they supported Share Our Spare, a resource organization for families living in poverty. Individually, Iris, Lindsay, and Kelsey support their personal favorite causes, fundraising drives, and community activities.

The trio says that the biggest positive to their teaming up is the support they've gained from each other—allowing each to make the most of their professional and personal lives. This is why they believe so strongly in finding ways to support their partners in real estate: stagers, home inspectors, contractors, fellow REALTORS®, and others.

"For me, it has been hugely valuable to align myself with others who are like-minded and are [like] an extension of myself, but who also push me to get outside of my comfort zone," says Kelsey.

"Creating a healthy and balanced life, and spending time with the people I love the most is what success looks like to me," adds Lindsay.

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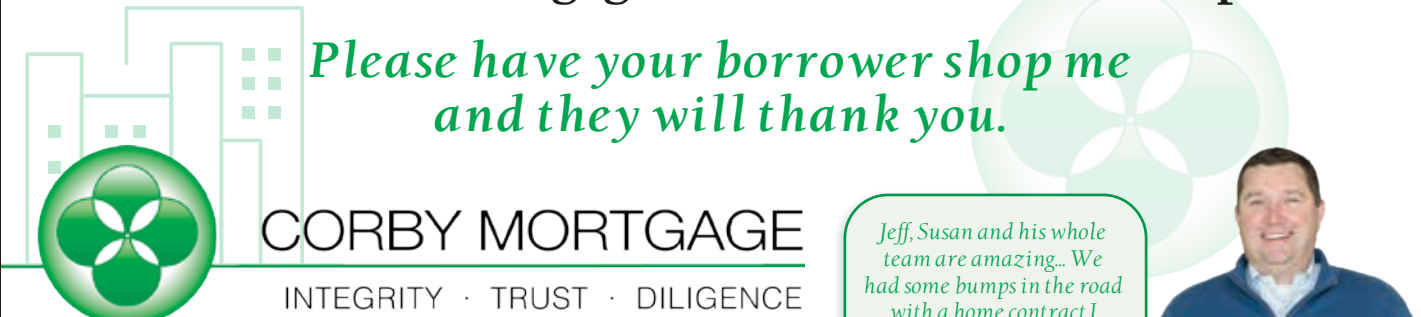
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⁴ The Chase Homebuyer Grant is available on primary residence purchases only. Customer may be eligible for the \$5,000 savings when applying for a DreaMakeSM, Standard Agency, FHA and VA home purchase mortgage loan product and where applicable census tract requirements are met. Income limits and homebuyer education may apply on a DreaMaker mortgage.

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CHARLIE BELLEFONTAINE

WITH CHICAGOLAND HOME INSPECTORS, INC.

➤ partner spotlight

By **Lauren Young**
Photos by **Caleb Pickman**

Passing It Forward

“The secret to success in real estate is all about building trust,” says Charlie Bellefontaine of Chicagoland Home Inspectors, Inc. “And you build that trust by consistently exceeding your clients’ expectations.”

Charlie learned the importance of trust while serving in high-pressure roles as a fireman and paramedic from 1980 until his retirement in 2018. Over those years, he participated in many rewarding and life-changing experiences.

“I did some pretty memorable things, such as delivering five babies, rescuing people trapped in burning buildings, and countless other emergency interventions,” says Charlie. “I was lucky to find a career that I was passionate about.”

Like many firefighters, he had another job on the side. He did concrete and framing work on his off-days. But in 1992, Charlie read an article about how to become a home inspector and thought it might be a good fit. From the start, he knew he’d be facing an uphill battle to build a positive reputation.

“Over 80 percent of home inspectors fail within the first two years,” says Charlie. “They usually fail because of poor knowledge or bad business practices. In their wake, they leave unhappy clients, and the consequence is the reputation of the profession is harmed.”

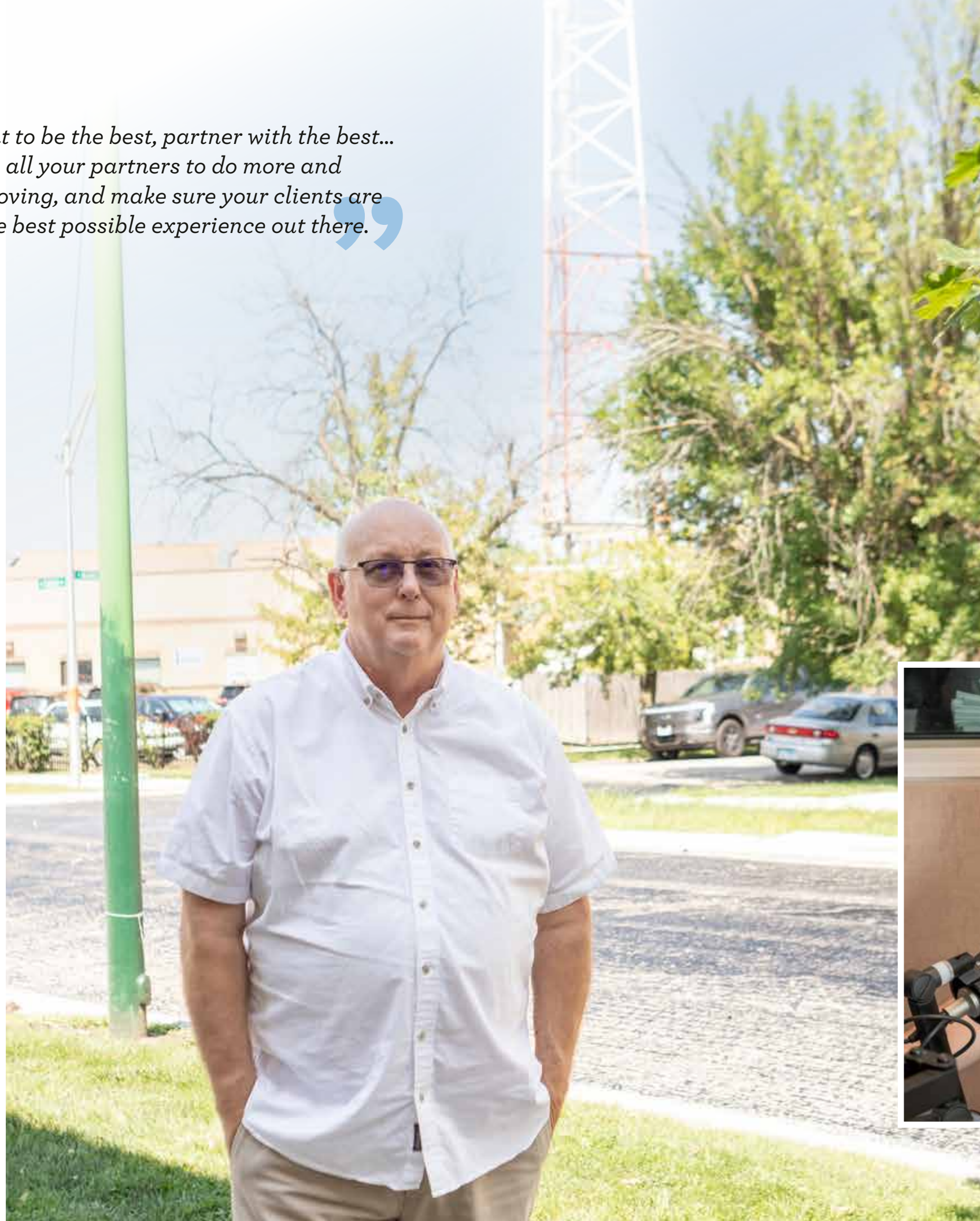
“If you want to be the best, partner with the best... Challenge all your partners to do more and keep improving, and make sure your clients are getting the best possible experience out there.”

Back when Charlie started, the main tools were a gas sniffer and an inspector’s knowledge. Technology has come a long way since then and Charlie has embraced the changes to benefit his clients.

“We have added thermal imagers, moisture meters, black lights, combustion analyzers for furnaces, leak detection devices for pools, and we are now adding a solar component to our services,” he says. “We use drones and sewer scopes too, which allow us to see areas we couldn’t before.”

In addition, Chicagoland Home Inspectors carries E&O insurance and general liability insurance. “We also have a 90-day guarantee on all items that we say are inspected and no disclaimers up to \$1,500. And if the roof is not damaged, we guarantee the roof for four years,” states Charlie.

In his thirty years as an inspector, Charlie has found other ways to build trust with his potential and current



clients. After each inspection, he delivers comprehensive lists of found issues to help buyers make educated decisions. He also offers Zoom video calls to clarify issues and determine the costs to fix those issues. Plus, he has set up a way to make each inspection as thorough and detailed as possible:

“We only schedule one inspection per inspector per day, so we don’t rush our clients,” Charlie explains. “We check every accessible outlet, switch, window, and door. Every issue is photographed or videoed.”

Charlie’s approach, which stars his team of fourteen expert inspectors, is what sets Chicagoland Home Inspectors apart from its competitors. They’ve received over 1,600 five-star reviews from happy customers.





Recently, in an effort to help other real estate professionals build their businesses, Charlie partnered with Patrick Loftus of Loftus Law, and mortgage broker Joey Mathews, to launch *The HomeBuyer's Hour* (www.thehomebuyershour.com). This radio show and video podcast aims to get the word out about the keys to success in real estate plus share tips and stories from experienced brokers.

“Our main goal is to get the word out that going above and beyond to provide exceptional service is paramount,” Charlie says. “You must create a memorable experience, gain a deep understanding of clients’ needs, leverage your extensive knowledge and expertise, communicate clearly and consistently, and ensure clients are well-informed throughout the entire process.”

Another tip for aspirational REALTORS®: choose the best partners.

“If you want to be the best, partner with the best,” says Charlie. “Challenge all your partners to do more and keep improving, and make sure your clients are getting the best possible experience out there.”

“The three most important words in real estate are reputation, reputation, reputation,” he adds. “Top-producing REALTORS® know that their reputation extends to those they refer [their clients to]. The fastest way to ruin a client relationship is to violate their trust.”

When he’s not working hard for his clients, Charlie and his wife, Marti, most enjoy spending time or traveling with their, combined, five children. Charlie also serves as the president of the Illinois Association of Home Inspectors. And he meets every Sunday morning with other home inspectors across the nation to talk about the building sciences and other topics.

Even though he stays busy, Charlie hasn’t lost the attitude of gratitude he’s had since the beginning of his career.

“I still wake up in the morning with a smile, looking forward to starting the day,” he says. “I feel as thankful when I see the impact [we’ve made] in the lives of our team of inspectors and the lives of their families, as I do when we get a phone call from a client years later, wanting to work with us again.”

To reach Charlie and to learn more about the services Chicagoland Home Inspectors, Inc. provides its clients, visit their website www.chicagolandhomeinspectors.net or call 630-327-2700.



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» business

EMBRACING INNOVATION TO PAVE THE WAY TO SUCCESS

In today's ever-changing real estate industry, staying ahead of the competition requires a mindset that embraces innovation. REALTORS® understand the power of technology to transform and revolutionize their business practices and expand their reach. By harnessing cutting-edge tools and merging them with traditional real estate expertise, REALTORS® are forging a path toward success.

REALTORS® are redefining the industry's landscape. They recognize that embracing innovation is not just about keeping up with the latest trends. It's also about proactively seeking out new opportunities and embracing change. By staying adaptable and open-minded, they position themselves as industry leaders and are pushing against the current limits of success.

Two key innovations that Chicago's top REALTORS® are embracing are virtual tours and 3D visualizations. By offering clients the ability to step inside properties virtually, from the comfort of their homes, REALTORS® are able to provide them with an immersive and interactive experience. This technology can not only save REALTORS® and clients time, but it can also give REALTORS® broader audience reach, including out-of-town buyers or those with limited mobility.

Embracing innovation also includes social media and online marketing, the power of which cannot be underestimated. REALTORS® must understand the influence of digital platforms in reaching a wider clientele and the importance of a strong online presence. By utilizing social media channels, REALTORS® can showcase properties, share industry insights, and engage with potential buyers and sellers. The ability to leverage these platforms effectively is part of what can set a REALTOR® apart from the pack, and help ensure they remain at the forefront of the market.

Through combining traditional real estate expertise with technological advancements, many

FEELING GEEKY?



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A TEAM UNITED | LANCE KIRSHNER of the LAKE GROUP



“For many years, I led my team like so many other team leaders: making unilateral decisions, which, at the time, I felt was the best move for everyone,” explains Lance Kirshner, team leader of the LAKE Group with Compass. “But over the past few years, I have learned that team members provide their own unique perspective. Now I rarely make any decisions without consulting several of my team members.”

When we last checked in with Lance, he was in the process of navigating his move to Compass from another company where he’d been for ten years. In addition to operating during a worldwide pandemic, in the last couple of years, he has grown his team from five to eight talented members while adapting to a fluctuating market. He says these have been some of the most challenging times of his nineteen-year career.

“Despite all these incredible challenges, the team and I have risen to the occasion,

setting personal sales volume records in 2022,” says Lance. “I credit overcoming these issues most to my team’s support and the incredibly strong friendships I have created with my colleagues in the industry.”

The LAKE Group now consists of both seasoned real estate professionals and new agents who have more diverse expertise and backgrounds. Lance’s team are: Laura Lando, the team’s first LAKE Group member (2012), who is on track to close \$10 million for the third year in a row; Nancy Gordon, joined the team seven years ago and brings a unique perspective to her brokerage business as a licensed architect; Joanne Balbarin, who has served as the team’s director of operations for the past five years, will soon be one of their full-time brokers; REALTOR® Cristina Tu handles everything from rentals to

multi-million-dollar properties and is approaching her five-year mark with the team; Julie Stanczak is a long-time REALTOR® who returned from a few years living in Singapore to join the team in 2020; newly licensed broker Kyle Bordner has already closed his first million-dollar deal; and Lia Scala, the new operations manager, joined the team this summer and is raring to learn from some of the best.

“Compass has eight distinct core principles, and the one that speaks to me the most is ‘collaborate without ego,’” explains Lance. “This is something that my team embraced well before we joined Compass in 2019, but it’s a principle that our team now truly embodies.”

To emphasize this core principle, a few years ago the group began hosting a regular happy hour event





The LAKE Group.

for fellow brokers. They invite colleagues from previous transactions for food and drinks—all on the LAKE Group’s tab. During these events, they share common struggles, regale each other with stories, and hit pause on work for a couple of hours. The events have been a hit, regularly drawing over 100 brokers.

“Of course, we had to stop hosting the happy hour during the many months of the pandemic. We felt encouraged when people asked us to start up again,” says Lance. “We want our colleagues to know how much

we appreciate their collaboration on deals, and we want to continue to foster these relationships for future mutual success.”

“[We’ve found that] By strengthening our relationships with our peers, this industry is infinitely more enjoyable and more productive,” he adds. “We have been privileged enough to win out on numerous multiple-offer situations because the brokers on the other end of the transactions encouraged the sellers to work with us and the clients we represent. They [our REALTOR® colleagues] recognize



Lance with REALTORS® in Sayulita, Mexico.

that our team will work tirelessly and collaboratively in order to ensure a smooth and successful transaction.”

Although the past several years have come with some of the biggest obstacles in his nearly two-decade career, Lance believes that they have been the most personally rewarding. Previously, during the LAKE Group’s first seasons, Lance would find himself feeling burned out at the end of the year—even dreading a new year and the cycle of starting over. However, a fresh, more efficient team structure with shared responsibilities and roles has allowed all team members to be productive and maintain a healthier life balance.

“Only in the past few years have I truly learned to enjoy the ride,” admits Lance. “Collectively, the team is not just supporting ‘Lance’s business,’ but everyone’s business: we are here to support one another.”

An important part of this support is celebrating each other’s wins and supporting each other after the losses that are inevitable for any agent and team. The LAKE Group team also makes it





“...Allowing all team members to be included has allowed us to grow organically and build a unique closeness.”

a point to commemorate key career milestones, which include rewarding any agent who achieves the \$10 million individual-sales-volume landmark.

While collaborating with other brokers in the industry might seem like a nicety to some, Lance sees this principle as fundamental and crucial to the shared success of the team. It's been one of the biggest aha moments of his journey as a leader.

“I am a much better leader today than I was when I started the team almost twelve years ago,” he says. “Strategically, a lot of the decisions and moves made by the team, instead of just by me, are much more calculated. Allowing all team members to be included has allowed us to grow organically and build a unique closeness.”

The LAKE Group is truly a team united.



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▶ partner spotlight

By Chris Menezes
Photos By Evelina Mryl

Lyuda Ksenych

WITH H2H MOVERS *Elevating the Moving Experience*

H2H Movers is more than a moving company. For founder and CEO Lyuda Ksenych, it's a way to show people true care, compassion, and service. And on a more personal level, it's an American dream—her opportunity to create something all her own, and to run a business that reflects her ideals and beliefs in how we ought to treat one another, especially in times of need, whether that means helping someone pack up their most personal belongings or orchestrating a massive move from start to finish.

“Our focus goes beyond profits,” explains Lyuda. “It’s about delivering a remarkable service that arises from our genuine concern for people’s moving experiences. We take pride in the fact that every member of our team, from our movers to our support staff, upholds these principles.”

These aren't hollow words for Lyuda. She has a clear-cut outline for creating elevated moving experiences, ensuring every aspect of the business operates according to their principles. These principles include clear communication; transparent pricing; preserving a reputation of trust within the community; achieving success through collaboration; having a future-driven approach with clients, employees, and referral partners; providing value-added services like packing and unpacking to be a one-stop-shop for all moving needs; and striving to minimize stress for everyone they work with.

The success of H2H Movers doesn't lie within a stringent set of principles, however. It's rediscovered every day through an approach that is ever-evolving and a process that is consistently being refined. As Lyuda explains:

“Every piece of feedback, every suggestion from our clients is taken seriously, allowing us to adapt and evolve. We meticulously analyze each misstep, identifying the root causes and creating SOPs to ensure the same errors are never repeated. By integrating feedback, learning from



missteps, and refining our operations, we consistently aim to provide a moving experience that surpasses expectations.”

Lyuda's commitment to continual improvement is how she came to start her own moving company in the first place. Having arrived in the United States from Ukraine at the age of twenty in 2006, Lyuda worked four jobs while earning a degree in computer science. She never imagined becoming so immersed in the moving industry. But after taking a job answering calls for a small moving operation, she found herself going down the rabbit hole.

“It was never explained what the business actually was—like how the process worked, how the quotes were calculated. I was told to just book jobs for two guys and a van, not even a truck, catering to moves of all sizes—from studios to four-bedroom houses. The problem started when we finally started executing the moves. The truck and crew were too small for pretty much every job I booked,” she says.

That's when Lyuda began to dig deeper. “I did a lot of research,” she explains. “I went as far as calling other moving companies and many were open to answering my questions and giving me the information I needed. I became passionate about it, and I realized that I needed to have a moving license to do this business, which entailed hiring a lawyer, undergoing an exam, attending a lecture, and even a court hearing for a judge to grant the license.”

Equipped with an official license and a wealth of real-world knowledge, Lyuda began building her business. The real success of H2H Movers, according to Lyuda, doesn't have to do with her as much as it does with her team and the culture they have created.

“What distinguishes us from other moving companies is our profound dedication to fostering a strong company culture and prioritizing our people,” she says. “These are people who grasp the significance of their role in the chain of events. If they falter in their duties, it ripples through, affecting repeat business, referrals, and even job security for them, their acquaintances, and their families in search of employment opportunities. This sense of interconnectedness pervades every worker, whether in the office or in the field, fostering a shared set of values and beliefs.”

Prioritizing people is at the heart of H2H Movers, especially when it comes to working and partnering with real estate agents. Their goal is to be a comprehensive partner, and an added value that agents can offer their clients. They do this by prioritizing client satisfaction, being a reliable resource and trusted partner, and ensuring a seamless process from start to finish for both the agent and client.

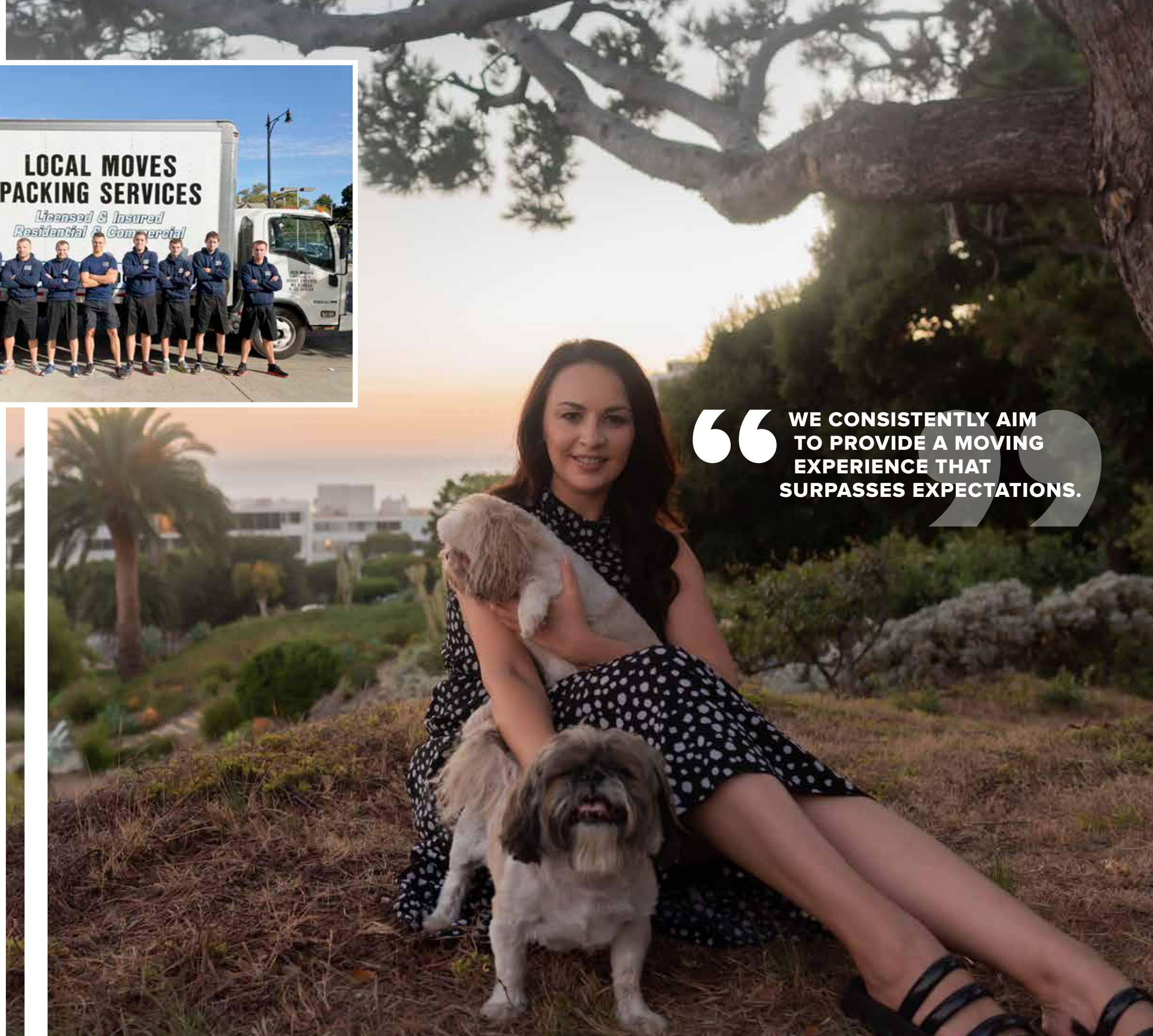
“Real estate agents can easily coordinate with us to ensure that the moving logistics align seamlessly with property transactions, reducing any potential hiccups,” she says. “By integrating our services into their offerings, we contribute to a stress-free transition, thereby enhancing the overall experience of buying or selling a property. As a reliable and valuable addition to their services, we can become a trusted ally and strategic partner in their ability to provide comprehensive, high-quality service, and a smoother, more rewarding experience for all parties involved.”

When Lyuda is not working, you can usually find her meditating, reading, salsa dancing, doing Pilates, or simply walking through and enjoying the city. She is a huge philanthropist and supports many organizations that help animals, kids, and also now Ukraine, where her family still lives. She is a dog mom to two shih tzus, Bella and Logan, and is wholeheartedly committed to a vegan lifestyle and making cruelty-free choices.

For more information about H2H Movers or to partner with Lyuda and her team, call 773-236-8797, visit h2hmovers.com, or simply email Lyuda at lyuda@h2hmovers.com.



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Jennifer LIU

A VIRTUOSO IN THE SYMPHONY OF REAL ESTATE

A real estate renaissance woman, Jennifer Liu has dedicated her entire professional life to the industry and has been involved in nearly every facet of the business. Whether assisting buyers to find their dream home, helping sellers to maximize their profits, or guiding developers through construction projects, Jennifer brings a comprehensive depth of knowledge to every interaction. And she continues to reinvent herself and her approach today through continual education and expanding the services she offers.

Jennifer got her start in the industry fresh out of college, working as a leasing coordinator at a privately owned property management company. She recalled the first time she became interested in real estate. While still in college, she helped her parents through their house-hunting journey. Then, after working as a leasing coordinator for about a year, she decided to seriously pursue real estate as a lifelong career.

“I really enjoyed connecting with people and I loved doing research on property value,” she says. “Most importantly, I enjoyed showing all kinds of properties! I believed that while achieving financial success through selling real estate, I could help sellers and buyers navigate real estate transactions smoothly and make their lives easier.”

After obtaining her license, Jennifer spent her first six months working as an assistant to top-producing agents, gleaning as much as she could from their experience. As she began working with her own buyers and sellers, she also started working on new construction projects. She soon began representing a number of residential developments—doing everything from boutique condo buildings to townhome/single-family home developments—while helping individual sellers as well.

Jennifer adopted a proactive approach toward her clients’ sales and purchases early in her career. This meant spending countless extra hours on each transaction, going beyond the standard scope of service compared to most agents. However, this time and effort invested in understanding and catering to her clients’ needs enabled her to gather invaluable knowledge and experience that she now uses to guide her clients.

Most of Jennifer’s career has been focused on new construction developments and representing sellers. When she works with builders and developers, she usually becomes involved in the process early on—from working with architects on the home’s style and layout, to finalizing construction details with the construction team and getting the project or development ready for the market.

agent feature ◀

By Chris Menezes
Photos by Jaclyn Simpson



Once in contract, she works with buyers on selecting finishes and ensures the construction goes smoothly, frequently visiting the site and working closely with contractors through to completion. It can take months for a closing to happen, but when it does, there's nothing better for Jennifer.

"It is very rewarding to see the smiles on the buyers' faces when they visit their brand-new home," she says.

With such a wide scope of clientele today, Jennifer is enjoying her business more than ever. Yet, she does not rest on past successes. She continually pushes for higher volume every year and is currently pursuing her passion for interior design through a certificate program, which she plans to use to complement her real estate business in the future.

"I still enjoy every moment of being in real estate, and I still want to achieve more," she says. "Success to me means being independent, strong, and having the ability to help others."

Jennifer's desire to help others extends to giving back to the community. She supports the Tree House Humane Society (being a cat lover) as well as the Pilsen Food Pantry, which she



While Jennifer has spent the majority of her career working in new construction and with sellers, she has been taking on more buyer clients the past few years and has fallen back in love with the house-hunting process, helping people find their dream home and navigating them through each step of the purchase. She also loves sharing her twenty years' worth of knowledge and industry expertise to help assuage her clients' fears and provide mental support.



discovered through a builder client in Pilsen. She also contributes a portion of her earnings from every transaction to Good Will Works through her brokerage, Baird & Warner, which partners with various organizations to support homeownership opportunities and charitable causes in the Chicagoland area.

When looking to relax, Jennifer enjoys watching a great movie, reading, and doing yoga.

“ I STILL ENJOY EVERY MOMENT OF BEING IN REAL ESTATE, AND I STILL WANT TO ACHIEVE MORE. SUCCESS TO ME MEANS BEING INDEPENDENT, STRONG, AND HAVING THE ABILITY TO HELP OTHERS. ”

She also loves exploring and discovering new coffee shops throughout the city, and can talk about nail strips for manicures at pretty much any time of day.

In a field that is constantly evolving, Jennifer remains grounded yet open to new opportunities. Embodying the spirit of a true renaissance woman, she diversifies her skillset and evolves with the industry. Her belief in continuing education and relentless perseverance are just as important as her inherent talent and experience. This philosophy extends to her relationship with her peers as well, as she encourages other agents:

"Always respect your fellow REALTORS®," she says. "Do the grind—you learn the most that way. Work hard, stay humble, and your efforts will pay off in ways that you can't imagine."

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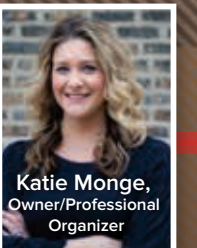
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the [finance] programs. When I see their tears of joy, it is a rush I can't even explain," says Frank.

"Success is making a difference in this world," says Frank. "It is learning to balance your life — raising a great family while relentlessly helping others and yourself in the process. It is doing what you love every day and making a positive dent in this world."...

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The Sky's the Limit

"I recall calling him to just talk shop and thinking, 'I need to work with this guy somehow,'" says Jake Fugman, broker at eXp Realty in Chicago, of his friend and business partner, Michael Scanlon.

Since their partnership formed around four years ago, the pair have become a formidable duo. They credit their success to their shared passions and diverse, yet complementary, skill sets.

Michael grew up on the South Side, one of four kids. From a young age, he learned the value of hard work and earning his own way.

"I have worked every summer since I was ten years old, starting as a softball umpire," says Michael. "As a kid, I would buy gold coins with the money I made. We didn't have a lot financially, and I think growing up without much money is one of the biggest reasons why I've always been so motivated."

A natural athlete, Michael played baseball, ran track, and swam



Jake Fugman



Michael Scanlon

At his brokerage, he kept hearing about another new agent named Jake. The two regularly found themselves competing for the same clients. When they finally connected in person, they hit it off and joined forces.

"Luckily, neither one of us is possessive or selfish, and both of us wanted to grow, so we started chatting and decided to grow together," says Michael.

Jake grew up in Glen Ellyn and, like Michael, has been working continuously since he was a kid. He started as a golf caddy at age thirteen.

"Luckily, I was born with an ability to get along with just about everyone and anyone," Jake says.

"I'd always had an interest in the stock market, investing, and passive income," says Michael. "I didn't know much about real estate, but I was encouraged to get my license after a failed television opportunity had me re-evaluate my future."

Michael was once cast in a television show for Netflix. He was flown to England for the first shoot, but his TV stardom was unexpectedly cut short

when he contracted West Nile virus. After recovering in an English hospital, he was stabilized and sent home. For Michael, this experience became the push he needed to ensure he held more control over his own destiny.

"I had no idea what I was doing when I started in real estate," says Michael. "I just outstudied the people around me. I probably read more than forty real estate books in my first year as a REALTOR®."

competitively before finding a knack and love for rugby. He attended the University of Miami and joined their rugby team, in time becoming the team's captain, and went on to play semi-professionally in Australia after graduation. He earned his MBA with a specialty in finance after eventually returning to the US, acquiring an interest in real estate around this time.

JAKE Fugman & MICHAEL Scanlon



After high school, Jake was awarded the prestigious Evans Scholarship, allowing him to attend Indiana University's Kelley School of Business with housing and tuition paid in full. To qualify, students must demonstrate excellent academic performance, outstanding character, and a strong caddie record.

"The scholarship made it possible for me to start investing in real estate right out of college," says Jake. "It sparked my interest; I quickly saw the benefits of investing in real estate for the long term."

Jake launched his own third-party logistics company, which he operated for over ten years. After growing it into a thriving business with over fifty employees, he decided to sell it to his business partner to attain better work-life balance.

"It was a successful company, but it required 80- to 90-hour workweeks. It was keeping me away from my young family," Jake says. "I took a major leap deciding to jump into real estate, where I knew may have not earn a paycheck for six to twelve months."

While Michael and Jake have different personalities, their skill sets complement each other's near perfectly. Michael has big ideas and is a skilled networker. Jake is organized and has experienced business acumen.

"I admire Michael's decisive action and ability to pull the trigger on something, then adapt quickly," says Jake.

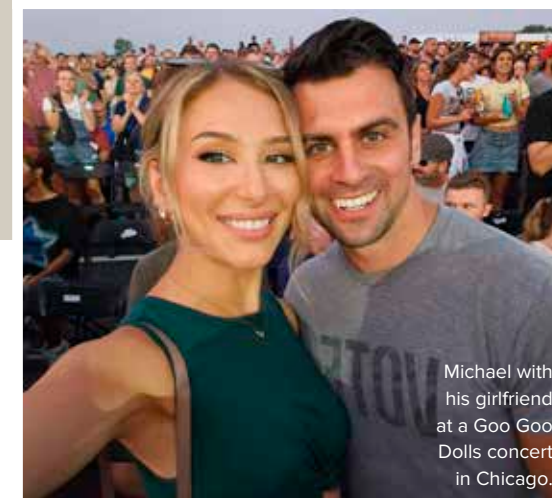
"Without Jake's organization, I'd be screwed," Michael jokes.

Outside of growing their business, the two give back to their community through organizations close to their hearts. Jake is still involved in the Evans Scholars Foundation. Michael has volunteered for years at Advocate Children's Hospital in Oak Lawn and donates money to St. Jude Children's Hospital and Autism Speaks, two organizations with which he has a personal connection. Per the latter, Michael's oldest sister has high-functioning autism, and he worked as a

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Jake and his family.



Michael with his girlfriend at a Goo Goo Dolls concert in Chicago.

behavioral analyst for kids with autism for six years before he began his real estate career.

Looking toward their future, Michael and Jake are both motivated by the endless possibilities in real estate. They envision not only closing bigger deals and growing their own investment portfolios, but also branching further into commercial real estate and even expanding nationally.

"We are very lucky to be similar but different in all the right ways," notes Michael. "My favorite part [about working with him] is that Jake is a great guy, but that aside, I just find it fascinating how well we mesh."

"We have a shared vision of 'the sky's the limit,'" adds Jake. "Neither of us is ever satisfied with the status quo."

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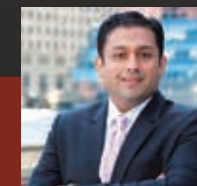
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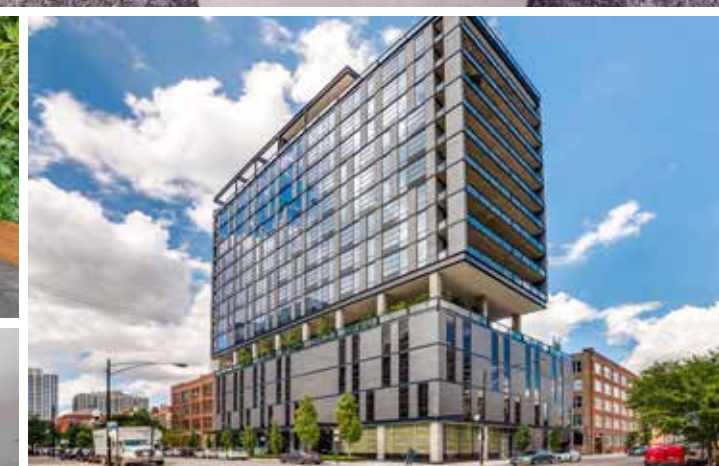
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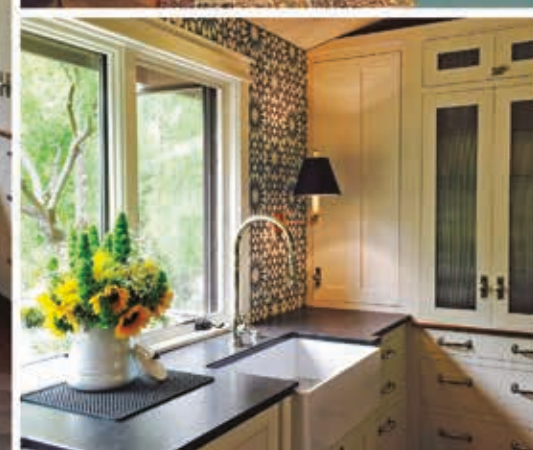


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	136	\$70,419,592	151.5	\$80,893,411	287.5	\$151,313,003
2	Jeffrey	Lowe	58	\$82,684,770	26.5	\$39,304,200	84.5	\$121,988,970
3	Emily	Sachs Wong	42	\$74,888,829	30	\$34,554,500	72	\$109,443,329
4	Leigh	Marcus	83.5	\$55,236,440	61	\$39,233,500	144.5	\$94,469,940
5	Benyamin	Lalez	42	\$28,751,597	135.5	\$64,760,519	177.5	\$93,512,116
6	Carrie	McCormick	44.5	\$55,257,500	20.5	\$27,241,300	65	\$82,498,800
7	Grigory	Pekarsky	31.5	\$13,444,375	125	\$57,094,900	156.5	\$70,539,275
8	Chezi	Rafaelli	25	\$30,488,501	15	\$20,201,001	40	\$50,689,502
9	Alexandre	Stoykov	13.5	\$6,661,000	80.5	\$35,806,000	94	\$42,467,000
10	Jennifer	Ames	21	\$31,314,000	8	\$8,936,500	29	\$40,250,500
11	Katharine	Waddell	24	\$17,339,000	37	\$22,316,915	61	\$39,655,915
12	Melissa	Siegal	27	\$17,441,500	36	\$21,139,467	63	\$38,580,967
13	Leila	Zammatta	13.5	\$35,865,528	1	\$520,000	14.5	\$36,385,528
14	Joanne	Nemerovski	12	\$18,963,000	15	\$17,232,500	27	\$36,195,500
15	Konrad	Dabrowski	26	\$23,695,998	17.5	\$12,303,280	43.5	\$35,999,278
16	Mario	Greco	40	\$23,136,065	20.5	\$11,853,535	60.5	\$34,989,600
17	Bari	Levine	20.5	\$13,055,958	20	\$21,646,997	40.5	\$34,702,956
18	Hayley	Westhoff	22.5	\$14,528,755	25.5	\$19,541,680	48	\$34,070,435
19	Timothy	Sheahan	24	\$16,778,626	15	\$16,268,500	39	\$33,047,126
20	Daniel	Glick	19	\$17,123,500	18.5	\$14,583,500	37.5	\$31,707,000
21	Susan	Miner	6	\$19,095,000	7	\$12,426,400	13	\$31,521,400
22	Julie	Busby	17	\$13,074,900	28.5	\$17,908,610	45.5	\$30,983,510
23	Sam	Shaffer	6	\$5,231,500	42.5	\$25,542,735	48.5	\$30,774,235
24	Karen	Biazar	27	\$17,509,426	25	\$12,726,400	52	\$30,235,826
25	Brad	Lippitz	16	\$14,626,450	19	\$15,321,300	35	\$29,947,750
26	Kelly	Parker	5	\$2,828,500	35.5	\$26,706,000	40.5	\$29,534,500
27	Amanda	McMillan	26	\$18,976,500	13.5	\$10,214,613	39.5	\$29,191,113
28	Darrell	Scott	9	\$7,332,300	42.5	\$21,699,800	51.5	\$29,032,100
29	Layching	Quek	11	\$5,899,000	32	\$22,830,399	43	\$28,729,399
30	Patrick	Teets	17	\$23,088,500	5	\$5,570,000	22	\$28,658,500
31	Sam	Jenkins	13.5	\$17,083,337	8	\$11,497,850	21.5	\$28,581,187
32	Melanie	Everett	13.5	\$7,292,028	40	\$21,063,100	53.5	\$28,355,128
33	Elizabeth	Brooks	23.5	\$27,495,523	1	\$775,000	24.5	\$28,270,523
34	Lauren	Mitrick Wood	9.5	\$5,357,700	32.5	\$22,593,750	42	\$27,951,450

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Eugene	Fu	17.5	\$14,405,350	18.5	\$12,603,000	36	\$27,008,350
36	Suzanne	Gignilliat	8.5	\$23,938,500	3	\$2,988,000	11.5	\$26,926,500
37	James	D'Astice	7	\$4,189,900	39.5	\$22,102,049	46.5	\$26,291,949
38	Nicholaos	Voutsinas	16	\$8,804,150	24	\$17,431,300	40	\$26,235,450
39	Jason	O'Beirne	23	\$20,218,500	14	\$5,872,000	37	\$26,090,500
40	Lance	Kirshner	26	\$14,312,300	11	\$11,576,500	37	\$25,888,800
41	Sophia	Klopas	18	\$11,604,500	23.5	\$14,200,500	41.5	\$25,805,000
42	Rafay	Qamar	36	\$13,251,250	34.5	\$12,204,416	70.5	\$25,455,666
43	Melanie	Giglio	12.5	\$8,350,000	28	\$16,343,100	40.5	\$24,693,100
44	Katherine	Malkin	3	\$11,115,000	3	\$13,258,000	6	\$24,373,000
45	Owen	Duffy	25.5	\$19,002,618	13	\$5,066,700	38.5	\$24,069,318
46	Colin	Hebson	10.5	\$6,058,750	32.5	\$17,852,500	43	\$23,911,250
47	Elias	Masud	15.5	\$7,478,500	33.5	\$15,102,801	49	\$22,581,301
48	Jill	Silverstein	17	\$12,334,438	14.5	\$10,107,375	31.5	\$22,441,812
49	Millie	Rosenbloom	14	\$13,463,250	7	\$7,758,500	21	\$21,221,750
50	Benjamin	Lissner	4.5	\$1,734,500	34	\$18,941,000	38.5	\$20,675,500

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Michael	Maier	23.5	\$16,068,251	10	\$4,580,000	33.5	\$20,648,251
52	Timothy	Salm	6.5	\$16,450,000	4	\$4,150,000	10.5	\$20,600,000
53	Jennifer	Mills	13.5	\$13,833,400	8	\$6,626,500	21.5	\$20,459,900
54	Karen	Schwartz	18	\$12,863,800	14	\$7,581,900	32	\$20,445,700
55	Tommy	Choi	17	\$8,305,900	26	\$11,981,000	43	\$20,286,900
56	Danielle	Dowell	12.5	\$9,962,500	15.5	\$10,224,500	28	\$20,187,000
57	Ryan	Preuett	12	\$14,119,899	3	\$5,164,900	15	\$19,284,799
58	Ioannis	Floros	3.5	\$1,639,750	37	\$17,629,050	40.5	\$19,268,800
59	Debra	Dobbs	14	\$7,952,450	15	\$11,226,800	29	\$19,179,250
60	Vincent	Anzalone	9	\$8,166,750	12	\$11,002,200	21	\$19,168,950
61	Camille	Canales	6	\$2,992,250	26	\$16,161,488	32	\$19,153,738
62	Margaret	Baczkowski	13	\$10,533,052	9	\$8,581,750	22	\$19,114,802
63	Juliana	Yeager	9	\$5,178,574	21	\$13,833,121	30	\$19,011,696
64	Cadey	O'Leary	8	\$12,364,500	7	\$6,627,900	15	\$18,992,400
65	Stefanie	Lavelle	15	\$11,460,000	10	\$7,313,100	25	\$18,773,100
66	Michael	Rosenblum	18.5	\$17,855,000	2	\$692,500	20.5	\$18,547,500
67	R. Matt	Leutheuser	4.5	\$12,707,500	2	\$5,300,000	6.5	\$18,007,500
68	Rubina	Bokhari	5	\$3,923,150	11	\$13,482,199	16	\$17,405,349
69	Stacey	Dombar	28	\$13,146,580	8	\$4,122,500	36	\$17,269,080
70	Eudice	Fogel	6.5	\$5,699,750	10	\$11,429,000	16.5	\$17,128,750
71	Ivona	Kutermankiewicz	11.5	\$13,365,900	4	\$3,679,900	15.5	\$17,045,800
72	Jennifer	Liu	22	\$17,004,750	0	\$0	22	\$17,004,750
73	Scott	Newman	28	\$7,369,962	15	\$9,611,101	43	\$16,981,063
74	Richard	Kasper	9	\$5,487,016	16	\$11,461,250	25	\$16,948,266
75	Kevin	Hinton	10.5	\$5,355,950	23.5	\$11,572,764	34	\$16,928,714
76	Stephanie	LoVerde	12.5	\$6,638,301	15.5	\$10,189,073	28	\$16,827,374
77	Daniel	Close	7.5	\$4,756,500	19.5	\$12,041,800	27	\$16,798,300
78	James	Sheehan	12.5	\$13,214,050	3	\$3,314,000	15.5	\$16,528,050
79	Todd	Szwajkowski	15	\$6,868,150	25.5	\$9,611,800	40.5	\$16,479,950
80	Cynthia	Sodolski	11.5	\$7,720,650	13	\$8,753,900	24.5	\$16,474,550
81	Kimber	Galvin	2.5	\$2,014,250	18	\$14,211,500	20.5	\$16,225,750
82	Joshua	Lipton	7.5	\$6,831,178	8.5	\$9,361,500	16	\$16,192,678
83	Matthew	Liss	10	\$8,627,500	6	\$7,133,840	16	\$15,761,340
84	Gail	Spren	19.5	\$8,276,000	10	\$7,469,500	29.5	\$15,745,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Pasquale	Recchia	14	\$9,641,750	6	\$6,091,500	20	\$15,733,250
86	Brian	Moon	8	\$3,976,000	16	\$11,719,000	24	\$15,695,000
87	Scott	Curcio	23.5	\$8,691,050	17.5	\$6,823,801	41	\$15,514,851
88	Cory	Tanzer	23.5	\$10,118,250	14.5	\$5,301,200	38	\$15,419,450
89	Susan	Nice	6	\$3,267,500	8	\$12,110,900	14	\$15,378,400
90	Michael	Greco	9	\$5,276,000	15	\$9,752,000	24	\$15,028,000
91	Staci	Slattery	22	\$14,990,526	0	\$0	22	\$14,990,526
92	Brad	Zibung	16	\$8,123,000	14	\$6,799,800	30	\$14,922,800
93	Dennis	Huyck	11.5	\$6,928,500	11	\$7,921,250	22.5	\$14,849,750
94	Shay	Hata	13.5	\$6,791,500	12	\$8,027,900	25.5	\$14,819,400
95	Barbara	O'Connor	12	\$6,129,250	15.5	\$8,688,450	27.5	\$14,817,700
96	Philip	Skowron	8.5	\$10,827,501	3	\$3,960,000	11.5	\$14,787,501
97	Lucas	Blahnik	6	\$5,413,000	15	\$9,304,800	21	\$14,717,800
98	Hadley	Rue	15	\$10,589,000	6	\$4,066,900	21	\$14,655,900
99	Scott	Berg	35	\$13,099,700	2	\$1,275,000	37	\$14,374,700
100	Nicholas	Colagiovanni	16	\$9,032,000	6	\$5,325,000	22	\$14,357,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	Gaffney	16.5	\$9,279,886	7	\$4,968,400	23.5	\$14,248,286
102	Dawn	McKenna	11	\$11,373,000	4	\$2,866,962	15	\$14,239,962
103	Kathleen	Ullo	12.5	\$13,924,338	0.5	\$262,500	13	\$14,186,838
104	Leopoldo	Gutierrez	5	\$2,110,500	25	\$11,991,400	30	\$14,101,900
105	Elizabeth	Ballis	11	\$8,561,517	3.5	\$5,505,000	14.5	\$14,066,517
106	Sara	McCarthy	10	\$4,868,250	17	\$9,121,800	27	\$13,990,050
107	Kathryn	Schrage	17	\$7,466,000	8	\$6,403,000	25	\$13,869,000
108	Melanie	Carlson	9	\$5,503,500	12	\$8,257,500	21	\$13,761,000
109	Lisa	Blume	10.5	\$6,004,250	18.5	\$7,751,400	29	\$13,755,650
110	Jeffrey	Herbert	8	\$5,079,000	13	\$8,632,675	21	\$13,711,675
111	Edward	Grochowiak	5.5	\$3,433,700	18	\$10,210,500	23.5	\$13,644,200
112	Dominic	Irpino	14	\$6,537,700	14	\$7,044,800	28	\$13,582,500
113	Elena	Theodoros	16	\$11,253,158	3	\$2,180,000	19	\$13,433,158
114	Sherri	Hoke	5	\$6,267,000	6	\$7,042,500	11	\$13,309,500
115	William	Goldberg	10.5	\$12,882,498	0.5	\$377,500	11	\$13,259,998
116	Nicholas	Apostal	15.5	\$7,680,600	5	\$5,553,500	20.5	\$13,234,100
117	Bradley	Brondyke	4	\$9,310,000	3	\$3,904,000	7	\$13,214,000
118	Lisa	Kalous	4	\$2,978,250	17.5	\$10,188,100	21.5	\$13,166,350
119	Diana	Radosta	3	\$2,353,000	7.5	\$10,756,500	10.5	\$13,109,500
120	Annie	Schweitzer	14	\$7,136,399	6	\$5,943,557	20	\$13,079,956
121	Patrick	Shino	6	\$2,209,450	24.5	\$10,829,950	30.5	\$13,039,400
122	Zachary	Redden	9	\$4,068,750	14	\$8,944,120	23	\$13,012,870
123	Mark	Icuss	4	\$3,633,750	6	\$9,287,750	10	\$12,921,500
124	Linda	Levin	9	\$7,850,900	7	\$5,014,400	16	\$12,865,300
125	Danny	Lewis	6	\$2,374,000	20	\$10,276,000	26	\$12,650,000
126	Caitlin	Skogsbergh	4	\$3,879,000	10	\$8,766,500	14	\$12,645,500
127	Ian	Schwartz	5.5	\$2,909,000	10	\$9,704,500	15.5	\$12,613,500
128	Kai	Schirmacher	4	\$3,866,650	6	\$8,740,000	10	\$12,606,650
129	Julie	Harron	6	\$6,281,000	4	\$6,325,000	10	\$12,606,000
130	Keith	Brand	11	\$4,384,480	14	\$8,161,499	25	\$12,545,979
131	Douglas	Smith	6	\$7,514,850	5	\$5,010,000	11	\$12,524,850
132	Nicole	Hajdu	15.5	\$7,272,500	9	\$5,213,100	24.5	\$12,485,600
133	Amy	Duong	11.5	\$5,052,900	20.5	\$7,412,150	32	\$12,465,050
134	Ken	Jungwirth	12	\$5,408,500	8	\$7,040,000	20	\$12,448,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Michelle	Browne	12	\$6,493,100	8	\$5,935,600	20	\$12,428,700
136	Robert	Picciariello	35	\$12,354,367	0	\$0	35	\$12,354,367
137	Lauren	Goldberg	8	\$10,597,750	1	\$1,712,500	9	\$12,310,250
138	Nadine	Ferrata	14	\$9,812,500	4	\$2,480,000	18	\$12,292,500
139	Diana	Grinnell	9	\$5,051,900	8	\$7,237,000	17	\$12,288,900
140	Santiago	Valdez	15	\$5,199,750	14	\$7,025,150	29	\$12,224,900
141	Brian	Loomis	6	\$4,500,000	3	\$7,695,000	9	\$12,195,000
142	Samantha	Porter	8	\$10,597,750	2	\$1,550,000	10	\$12,147,750
143	Peter	Angelo	10	\$11,036,556	0.5	\$1,100,000	10.5	\$12,136,556
144	Alishja	Ballard	8.5	\$4,150,650	14	\$7,901,387	22.5	\$12,052,037
145	Ryan	Huyler	11	\$8,226,100	5	\$3,765,500	16	\$11,991,600
146	Robert	Sullivan	14.5	\$9,306,500	5	\$2,484,000	19.5	\$11,790,500
147	Steve	Dombar	4	\$1,798,000	20	\$9,880,700	24	\$11,678,700
148	Karen	Ranquist	12.5	\$8,102,500	5	\$3,572,000	17.5	\$11,674,500
149	Ali	Bakir	3	\$1,050,000	20	\$10,603,000	23	\$11,653,000
150	Tere	Proctor	6	\$11,602,500	0	\$0	6	\$11,602,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Lawrence	Dunning	15.5	\$7,024,450	6	\$4,574,650	21.5	\$11,599,100
152	Brady	Miller	10	\$3,886,000	26	\$7,674,650	36	\$11,560,650
153	Thomas	Moran	2.5	\$2,997,000	6	\$8,553,000	8.5	\$11,550,000
154	Steven	Powers	8	\$5,181,000	7	\$6,294,500	15	\$11,475,500
155	Megan	Tirpak	11	\$7,030,250	3	\$4,413,856	14	\$11,444,106
156	Nancy	Huetteman	18	\$8,121,900	5	\$3,278,000	23	\$11,399,900
157	Julie	Latsko	4	\$5,065,000	5	\$6,308,000	9	\$11,373,000
158	Susan	Kanter	8.5	\$4,761,500	10.5	\$6,598,000	19	\$11,359,500
159	Kathleen	Malone	9	\$6,291,200	5	\$5,034,000	14	\$11,325,200
160	Elizabeth	Amidon	11	\$4,902,000	15	\$6,392,000	26	\$11,294,000
161	D	Waveland Kendt	17.5	\$9,123,900	3	\$2,105,000	20.5	\$11,228,900
162	Marlene	Rubenstein	9.5	\$5,841,000	7	\$5,344,730	16.5	\$11,185,730
163	Michael	Shenfeld	9.5	\$5,051,805	10.5	\$6,132,500	20	\$11,184,305
164	Qiankun	Chen	14	\$5,052,650	14	\$6,112,000	28	\$11,164,650
165	Christie	Ascione	3.5	\$2,263,000	5	\$8,892,500	8.5	\$11,155,500
166	Stephanie	Cutter	15.5	\$8,604,775	5	\$2,501,000	20.5	\$11,105,775
167	Matthew	Engle	8	\$3,352,399	17.5	\$7,720,400	25.5	\$11,072,799
168	Elizabeth	Lassner	9	\$4,275,000	8	\$6,789,900	17	\$11,064,900
169	Janelle	Dennis	10.5	\$7,308,000	5	\$3,746,511	15.5	\$11,054,511
170	Jacqueline	Alter	23.5	\$9,355,750	4	\$1,679,900	27.5	\$11,035,650
171	Laura	Meier	6.5	\$3,011,250	12	\$7,988,400	18.5	\$10,999,650
172	Pamela	Rueve	9	\$7,769,000	5	\$3,227,000	14	\$10,996,000
173	Liz	Jones	4.5	\$1,919,500	14	\$8,940,500	18.5	\$10,860,000
174	Carol	Collins	10	\$6,837,500	7	\$3,980,000	17	\$10,817,500
175	Harry	Maisel	11	\$7,499,400	5	\$3,303,500	16	\$10,802,900
176	Mark	Zipperer	13	\$4,860,000	13.5	\$5,921,500	26.5	\$10,781,500
177	Peter	Green	5.5	\$2,845,099	12	\$7,925,500	17.5	\$10,770,599
178	Alex	Wolking	9	\$4,977,600	9.5	\$5,782,751	18.5	\$10,760,351
179	Joelle	Cachey Hayes	8.5	\$9,510,500	3	\$1,170,000	11.5	\$10,680,500
180	Sharyl	Mackey	0	\$0	1	\$10,650,000	1	\$10,650,000
181	Naomi	Wilkinson	5	\$4,095,000	5	\$6,463,000	10	\$10,558,000
182	James	Buczynski	4	\$1,391,000	9	\$9,162,400	13	\$10,553,400
183	Steve	Otwell	16	\$5,540,600	8	\$5,011,000	24	\$10,551,600
184	Natasha	Motev	5.5	\$8,029,138	3	\$2,519,000	8.5	\$10,548,138

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Nick	Kluding	3	\$1,900,000	7	\$8,647,000	10	\$10,547,000
186	Michael	Hall	13	\$6,488,000	6	\$4,049,000	19	\$10,537,000
187	Tiffany	Meyers	5	\$2,077,500	19	\$8,445,400	24	\$10,522,900
188	Nancy	Tassone	5	\$7,835,000	2	\$2,685,000	7	\$10,520,000
189	Kelsey	Mayher	4	\$3,046,000	7	\$7,462,672	11	\$10,508,672
190	Craig	Fallico	17	\$6,131,000	12	\$4,350,800	29	\$10,481,800
191	Armando	Chacon	10	\$6,808,000	5	\$3,658,000	15	\$10,466,000
192	Reve'	Kendall	19	\$9,649,750	3	\$807,000	22	\$10,456,750
193	Mariah	Dell	14	\$7,778,119	5	\$2,644,000	19	\$10,422,119
194	Lindsey	Rivollier	8.5	\$10,418,636	0	\$0	8.5	\$10,418,636
195	Misael	Chacon	26	\$9,745,299	2	\$662,000	28	\$10,407,299
196	Chris	Gomes	1	\$605,000	17	\$9,764,100	18	\$10,369,100
197	Jeremiah	Fisher	9.5	\$5,508,000	10.5	\$4,817,500	20	\$10,325,500
198	Susan	O'Connor	5.5	\$4,753,000	6	\$5,512,300	11.5	\$10,265,300
199	Robert	Yoshimura	13	\$5,244,668	11	\$5,016,500	24	\$10,261,168
200	Brett	Boudart	6	\$2,764,000	15	\$7,431,000	21	\$10,195,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	P Corwin	Robertson	4.5	\$10,151,224	0	\$0	4.5	\$10,151,224
202	Jason	Davis	5	\$3,336,000	5	\$6,793,900	10	\$10,129,900
203	Elizabeth	Caya	5	\$2,245,000	15	\$7,850,500	20	\$10,095,500
204	Lauren	Shimmon	7.5	\$2,606,500	12	\$7,485,500	19.5	\$10,092,000
205	Ashley	Cox	12	\$5,507,623	8.5	\$4,556,050	20.5	\$10,063,673
206	Christopher	Pertile	5.5	\$3,940,000	10.5	\$6,104,900	16	\$10,044,900
207	Brooke	Daitchman	6.5	\$4,401,950	6	\$5,625,000	12.5	\$10,026,950
208	Victoria	Singleton	12	\$10,013,560	0	\$0	12	\$10,013,560
209	Meg	Daday	8	\$3,862,000	9	\$6,030,000	17	\$9,892,000
210	Mark	Buckner	8.5	\$3,990,000	8	\$5,882,500	16.5	\$9,872,500
211	Ilsa	Conover	10	\$6,414,256	7	\$3,456,400	17	\$9,870,656
212	Bogdan	Popovych	14	\$9,845,800	0	\$0	14	\$9,845,800
213	Ryan	Gossett	4	\$2,606,750	10.5	\$7,231,050	14.5	\$9,837,800
214	Brittany	Strale	2	\$954,000	23	\$8,800,707	25	\$9,754,707
215	Monique	Pieron	3	\$3,130,000	6	\$6,593,800	9	\$9,723,800
216	David	Dominguez	10	\$2,914,042	28.5	\$6,773,800	38.5	\$9,687,842
217	Anne	Fan	2	\$863,000	2	\$8,749,000	4	\$9,612,000
218	Marzena	Frausto	4	\$1,941,000	18	\$7,669,500	22	\$9,610,500
219	Vikas	Wadhwa	4	\$4,202,500	4	\$5,401,000	8	\$9,603,500
220	Kathryn	Barry	4.5	\$1,735,500	14.5	\$7,857,500	19	\$9,593,000
221	Patricia	Young	7	\$4,844,000	4	\$4,739,000	11	\$9,583,000
222	Blazena	Bilic	8.5	\$7,928,000	3	\$1,645,000	11.5	\$9,573,000
223	Nick	Rendleman	5	\$1,745,000	24.5	\$7,819,118	29.5	\$9,564,118
224	Sheila	Dantzler	8.5	\$4,449,050	5	\$5,100,500	13.5	\$9,549,550
225	Stefanie	D'Agostino	25	\$7,922,400	4	\$1,587,500	29	\$9,509,900
226	Guido	Piunti	7	\$2,189,200	19	\$7,256,531	26	\$9,445,731
227	Eric	Hublar	8	\$3,595,400	11	\$5,842,500	19	\$9,437,900
228	Greg	Whelan	2	\$2,560,000	11	\$6,867,750	13	\$9,427,750
229	Michael	Saladino	13.5	\$4,060,500	14	\$5,294,900	27.5	\$9,355,400
230	Keith	Wilkey	7	\$5,884,000	3	\$3,457,000	10	\$9,341,000
231	Rizwan	Gilani	7.5	\$2,903,500	12.5	\$6,415,000	20	\$9,318,500
232	Xiaojing	Frost	8.5	\$3,484,000	10.5	\$5,815,000	19	\$9,299,000
233	James	Kinney	8.5	\$4,585,000	5	\$4,705,000	13.5	\$9,290,000
234	Alexander	Cohen	7.5	\$3,971,250	6	\$5,312,000	13.5	\$9,283,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Edward	Jelinek	10	\$5,282,477	6	\$3,994,800	16	\$9,277,277
236	Brent	Hall	12	\$9,262,721	0	\$0	12	\$9,262,721
237	Elizabeth	Lothamer	12	\$5,851,950	7	\$3,376,400	19	\$9,228,350
238	Mario	Barrios	3.5	\$2,190,000	10	\$6,992,500	13.5	\$9,182,500
239	Frank	Montro	29.5	\$7,056,424	11.5	\$2,062,400	41	\$9,118,824
240	Michael	Hampton	8.5	\$9,093,939	0	\$0	8.5	\$9,093,939
241	Philip	Mistrata	12	\$6,955,500	3	\$2,130,000	15	\$9,085,500
242	Lauren	Dayton	6	\$4,554,500	8	\$4,517,668	14	\$9,072,168
243	Giancarlo	Bargioni	8	\$6,416,400	6	\$2,648,000	14	\$9,064,400
244	Charles	Gullett	7	\$1,854,000	11	\$7,201,000	18	\$9,055,000
245	Brenda	Mauldin	8	\$6,552,600	3	\$2,500,000	11	\$9,052,600
246	Prashanth	Mahakali	7	\$9,035,000	0	\$0	7	\$9,035,000
247	Connie	Grunwaldt	9.5	\$7,187,500	4	\$1,818,500	13.5	\$9,006,000
248	Cara	Buffa	9	\$6,612,600	4	\$2,376,500	13	\$8,989,100
249	Mark	Keppy	11.5	\$5,399,200	6	\$3,525,750	17.5	\$8,924,950
250	Roman	Patzner	5	\$1,650,000	13	\$7,252,579	18	\$8,902,579

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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