

NORTH SHORE

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

**TOP 200
STANDINGS**

AGENT FEATURE:
Edward Henderson

ON THE RISE:
Mary Higley

**Rob
Morrison**

COMMITTING TO WHAT
IS RIGHT AND LETTING
GO OF THE REST

SEPTEMBER 2023



CHICAGO LUXURY LIVING
DONE RIGHT



DESIGN
CHICAGO LUXURY HOME STAGING



REALTOR REFERRAL PROGRAM

Earn 2% commission for referred clients
who build with Middlefork Luxury

middleforkluxury.com . info@middleforkluxury.com . 312.560.3969

www.mdesign.house/ . mj.murnane@mdesign.house . 847.922.6775



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

ARCHITECT

YR Studio
(312) 823-0569
yr-studio.com

ATTORNEY

Chang Legal, LLC
David Chang
(847) 907-4971 x202
ChangLegal.com

Floss Law, LLC
Bob Floss
(224) 326-2903
FlossLaw.com

Law Office of Judy
K. Maldonado
(847) 379-7300
jkmlaw.com

Law Office of Mayra
Prado-Pagan
(847) 707-3236
MPPLawyer.com

Lincoln Street Law P.C.
Kathy O'Malley
(847) 912-7250
LincolnStreetLaw.com

The David Frank Law Group
(773) 255-6499
TheDavidFrank
LawGroup.com

BUILDER

A Perry Homes
(847) 549-0668
APerryHomes.com

Middlefork, LLC
Andrew Bowyer
(312) 560-3969
MiddleForkLuxury.com

CLOSING GIFTS

Cutco Closing Gifts
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

DESIGN

Blair Crown Design Inc
(847) 903-2128
BlairCrownDesign.com

EVENT PLANNING

Paper to Party
(847) 903-2148
PaperToParty.com

HOME IMPROVEMENT

The ABL Group
George Markoustas
(847) 579-1600
theABLgroup.com

HOME INSPECTION

Dunsing Inspections
Jamie Dunsing
(847) 367-0782
Dunsing.com

Extra Mile Inspection
(847) 561-8232
ExtraMileInspection.com

INSURANCE

Goosehead Insurance
Boggs Agency
Kevin Boggs
(630) 365-7246
Goosehead.com

State Farm
The Matt Mitchell Agency
(847) 967-0300
InsureWithMatt.com

MOLD REMEDIATION
Green Home Solutions
Erik Sager
(860) 919-5538
GreenHomeSolutions.com

MORTGAGE / LENDER
CrossCountry Mortgage
John Noyes
(773) 213-1339
CrossCountryMortgage.com/
John-Noyes

CrossCountry Mortgage
Kirk Taylor
(312) 919-0373
LuckyTaylorLoans.com

CrossCountry Mortgage
Tammy Maranto
(630) 291-1476
CrossCountryMortgage.com

Forum Mortgage Bancorp
Katherine Bukowski
(847) 456-4416

Gold Coast Bank
Mark Johnson
(708) 710-8530

Guaranteed Rate
The Alex Filin Team
(847) 732-8913
Rate.com/afilin
afilin@rate.com

Motto Mortgage
Desmond Lawe
(708) 522-7713
www.mottomortgage.com/
offices/affiliated-libertyville/
desmondlawe

Mutual of Omaha
Mortgage Brent Kenyon
(773) 410-0696
MutualMortgage.com

Neighborhood Loans
Michael Bencks
(773) 960-2278
MortgageBencks.com

Neighborhood Loans
Ryan Skaggs
(773) 569-8692
SkaggsMortgage.com

NRL Mortgage
(773) 556-9283

Revolution Mortgage
Larry Steinway
Larry Steinway
(224) 595-8600
LendwithLarry.com

Wintrust Mortgage
Brian Jessen
(847) 712-0830
wintrustmortgage.com/
Brian-Jessen

Wintrust Mortgage
George Kaiser
(847) 784-1390
GKaiserTeam.com

PEST SOLUTIONS
Rose Pest Solutions
1-800-GOT-PESTS?
RosePestControl.com

PHOTOGRAPHY
Elliot Powell Photography
(414) 375-9559
PhotoEP.com

Joe Castello Photography
(773) 842-3145
JoeCastelloPhotography.com

**PRINTING, DIRECT
MAIL SERVICES**
Marvin's Mailers
(847) 710-2346
MarvinsMailers.com

**REAL ESTATE PHOTOGRAPHY/
VIDEO/MATTERPORT**
Prestige Real Estate Images Inc.
(773) 209-3714
PrestigeListingPhotos.com

ROOFING
Etruscan Gutters & Roofing
Shaun Payne
(847) 926-0085
EtruscanRoofing.com

L.R. Gregory and Son
Jim Gregory
(847) 999-7297
LRGregory.com

STAGING
M Design, LLC
Andrew Bowyer
(312) 560-3969
MDesign.house

TITLE COMPANY
Chicago Title
(312) 465-6554
CTCastleConnect.com




TREE SERVICES
Bartlett Tree Experts
(847) 559-9424
Bartlett.com

VIDEOGRAPHER
Visual FilmWorks
Travis Heberling
(872) 356-8135
VisualFilmWorks.com

Relationship Banking With Proven Value
Where every customer gets treated like family
Gold Coast Bank est. 2007.

Mark Johnson
Gold Coast Bank
VP Residential Lending
NMLS# 697453
1165 N Clark St #200
Chicago, IL 60610

TABLE OF CONTENTS

 04 Preferred Partners	 11 Publisher's Note	 14 Agent Feature: Edward Henderson
 20 Cover Story: Rob Morrison	 28 On The Rise: Mary Higley	 34 Top 200 Standings

MEET THE NORTH SHORE REAL PRODUCERS TEAM



Andy Burton
Publisher

Emily Burton
Director of Partner Success and Editorial Content

Melissa Lopez
Operations and Content Specialist

Antonio Delao
Account Executive of Relationships

Blair Piell
Events Coordinator

Katie Cremean
Ad Strategist

Christine Thom
Managing Editor

Chris Menezes
Writer

Richard Camacho
Photographer

Joseph Castello
Photographer

Elliot Powell
Photographer

Travis Heberling
Videographer

FALL For A Firm You Can Trust

Your client's search for legal expertise by a professional real estate lawyer is over. Give us a call today!

LINCOLN STREET
LAW, P.C.

Katherine S. O'Malley
Attorney at Law

CONTACT US: Office: 847-864-7770 | Mobile: 847-912-7250
LincolnStreetLaw.com | komalley@lincolnstreetlaw.com



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *North Shore Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

WINTRUST MORTGAGE

FLEXIBLE SOLUTIONS
TO GIVE YOUR CLIENTS THE
Confidence To Close

BLAIR ROBINSON
Loan Officer
NMLS #755971
DIRECT: 847.784.1394
Cell: 847.525.0923
BRobinson@wintrustmortgage.com
GKaiserTeam.com

GEORGE KAISER
Loan Officer
NMLS #755857
DIRECT: 847.784.1390
Cell: 847.804.5725
GKaiser@wintrustmortgage.com
GKaiserTeam.com

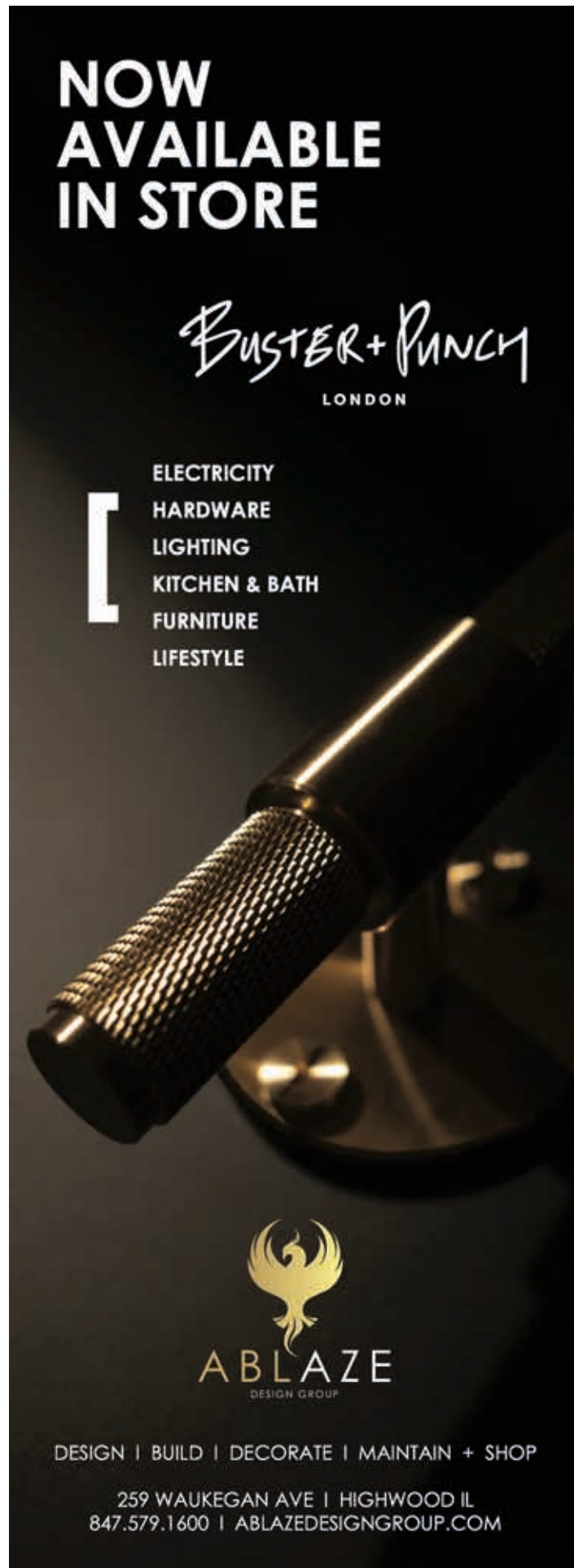
245 Waukegan Rd., Northfield, IL 60093
231 S. LaSalle St., Chicago, IL 60604

Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #8904. © 2017 Wintrust Mortgage.

NOW AVAILABLE
IN STORE

BUSTER + PUNCH
LONDON

ELECTRICITY
HARDWARE
LIGHTING
KITCHEN & BATH
FURNITURE
LIFESTYLE



ABLAZE
DESIGN GROUP

DESIGN | BUILD | DECORATE | MAINTAIN + SHOP

259 WAUKEGAN AVE | HIGHWOOD IL
847.579.1600 | ABLAZEDESIGNGROUP.COM

Keeping Your Trees
Healthy & Beautiful!



PRUNING CABLING & BRACING STORM DAMAGE FERTILIZATION & SOIL CARE PLANT ANALYSIS & DIAGNOSTICS INSECT & DISEASE MANAGEMENT

 **BARTLETT TREE EXPERTS**
SCIENTIFIC TREE CARE SINCE 1907

1960 Old Willow Rd | Northbrook, IL 60062
847-559-9424 | www.bartlett.com

N2 GIVES

SINCE 2016, N2 HAS DONATED

\$20 MILLION

TO HELP END MODERN-DAY SLAVERY.

The N2 Company — the organization behind this publication and hundreds like it — is financially committed to end human trafficking.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

A GIVING PROGRAM BY THE N2 COMPANY

Visit n2gives.com to learn more about our fight.

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

I'LL HELP YOU CLOSE YOUR DEAL FAST BY PROVIDING A VISION TO YOUR CLIENTS OF THEIR
future home.



 **BLAIR CROWN DESIGN**
224-707-0138
BLAIR@BLAIRCROWNDDESIGN.COM

THIS MONTH DUNSING INSPECTIONS
CELEBRATES A FAVORITE CHARITY OF
COCO HARRIS with

COMPASS

TEAM KENTUCKY

Western Kentucky Tornado Relief Fund

<https://secure.kentucky.gov/formservices/Finance/WKYRelief>



CALL 847.367.0782
SCHEDULE 24/7 Online
www.Dunsing.com

Making The Closing Process As Easy As Riding A Bike!

Refer your clients to us for a smooth real estate transaction from contract to close.

CHANG LEGAL LLC
ATTORNEYS AT LAW

David Chang,
Attorney at Law

15+ Years of Experience
with Real Estate Matters
in Chicagoland.

847.907.4971 | changlegal.com | david@changlegal.com

publisher's NOTE

As I reflected this month, I keep thinking back to the family vacation we had a couple of weeks ago in the California redwoods with my wife's side of the family, her siblings, and the fifteen cousins.

Spending so much time in the towering redwoods, reminded me of the strength of family bonds—unyielding and timeless, much like those trees. Laughter and joy echoed through the woods as we took hikes together, swam in crystal-clear rivers, and created memories that will forever hold a special place in our hearts.

While we had big plans for our vacation, life had its own twists in store. Several of the kids got sick, changing our plans. Although it was unexpected, we still found so much gratitude. The love and support that surrounded us during those moments reaffirmed the depth of our family bond as each family member went out of their way to be flexible and willing to sacrifice.

This time among the redwoods resonates with the essence of the real estate world—a home is not just a structure but a haven where memories are cherished and where families find solace. Recognizing the parallel between our family vacation and the quest for home was insightful. Sometimes, plans may not unfold as expected, but it is in these moments that we find the true value of gratitude for what truly matters—the love and connection we share with our family.

May we be reminded of the importance of family, the strength of togetherness, and the magic of finding a place to call home.



ANDY BURTON
Publisher
andy.burton@RealProducersMag.com

@ChicagoRealProducers

facebook.com/ChicagoRealProducers



I love this town.



Thanks, North Shore.
I love being here to help in a community where people are making a difference every day. Thank you for all you do.

Mitchell Insurance Agency Inc
Matt Mitchell, President
www.insurewithmatt.com
matt@mattmitchellagency.com
Bus: 847-967-0300



The Leaves May Fall, But Our Closing Gifts Are Always IN Season



**CONTACT US TO
GET STARTED
ON YOUR
HOLIDAY GIVING**



American made since 1949

CutAboveGifts@gmail.com | CutAboveGifts.com

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

Paper to Party

— EVENT PLANNING —

Be a guest at your own event.



- Personal Touch
- Coordination
 - Full
 - Partial
- Wording
- Calligraphy
- Theme Party Book
- Printing
 - Thermography
 - Flat
 - Letterpress
- Quick Turnaround

CALL LINDA TODAY TO GET STARTED!

847-903-2148

papertoparty@comcast.net
papertoparty.com



Goosehead agents work directly with lenders and realtors to help transactions close smoothly.



KEVIN BOGGS
Agency Owner
License #:3000134505

630-365-7248 | kevin.boggs@goosehead.com

181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108

agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st



Where Options Meet Expertise

“

It was a great experience working with Desmond! He made the process so easy!"

- Leslie C.



DESMOND LAWE

Mortgage Loan Originator

NMLS# 915359
Licensed States: IL

(708) 522-7713

501 Peterson Road, Suite 200B
Libertyville, IL 60048

▶▶ agent feature

Edward Henderson

By Chris Meneze • Photos by Prestige Real Estate Images Inc

EXHIBITING TRUE STRENGTH

Edward Henderson's success in real estate is marked by an incredible work ethic and admirable resilience. He was at his lowest point in life when he first entered the industry in 2006. Then when the market collapsed just a few short years later, he found himself in yet another pile of ashes he had to rise from. Equipped with a fortitude forged in childhood and bolstered by a loving and supportive wife, he pivoted, pressed on, and never gave up trying to be the best. Today, he averages \$16 million a year in production and runs a thriving business.

Born and raised in Chicago's Rogers Park neighborhood, Edward looked up to his father, who managed a 20-unit building by himself and instilled a hustle mentality within his son. As a kid, Edward made extra cash by shoveling snow from driveways and raking leaves for neighbors, and later, in high school, he worked a paper route, delivering 130 papers a day, seven days a week. Significantly though, when Edward turned twelve his father began taking him to work and taught him home improvement skills like painting, replacing toilets, and more. This sparked Edward's initial interest in real estate.



Edward was also a talented artist growing up. He wanted to be an architect as a kid and even received a scholarship to the School of the Art Institute of Chicago, but at the time he graduated from high school, he was uncertain about what he wanted to do in life. He had mentors in the health care industry and had developed a passion for bodybuilding, so he decided to become a personal trainer and pursue his dream of becoming a professional bodybuilder.

All was going well until 2005, when Edward's life took a huge turn. His father's health started to deteriorate and he eventually passed away. That same year, Edward also lost one of his best friends and mentors, Charles Durr, to a heart condition. In addition, Edward suffered a severe lower back injury that left him barely able to walk, shattering his dreams of pro bodybuilding and his ability to work.

"I fell into a deep depression, suffering the loss of two important figures in my life and not being able to do

“
*It's such a rewarding feeling to help create significant change in the lives of others...
I take a lot of pride in being able to help accomplish these goals and dreams for my clients.*



what I loved,” Edward explains. “It felt like I was spiraling out of control with no sense of direction and a lot of pain in my heart. But that’s when God sent me my angel.”

Edward’s saving grace was meeting the love of his life and wife, Frances. “She came into my life at the time I needed her the most—it [our relationship] was instrumental in my getting back on track with my life and career,” he states. “She continues to be the backbone of everything positive in my life, and I credit most, if not all, of my success to her.”

Equipped with the emotional support he needed, Edward entered real estate as a loan officer in 2006. He was still very new in the role and industry when the market crashed, and with all the uncertainty in the economy, he felt he couldn’t weather the storm. A good friend of his was in real estate at the time, and told him how well the rental market was doing. Leasing became the next logical step for Edward if he wanted to stay in real estate. And he definitely wanted to stay.

“In life, there is no better feeling than being able to help someone, and with real estate, you are helping someone achieve the American dream. It’s such a rewarding feeling to help create significant change in the lives of others—a change that could lead them on a path to creating generational wealth or achieve homeownership. I take a lot of pride in being able to help accomplish these goals and dreams for my clients,” explains Edward.

In addition to helping his clients create meaningful change in their lives, Edward is an avid investor

in real estate and loves teaching others about investing. Furthermore, he uses his love for art and architecture

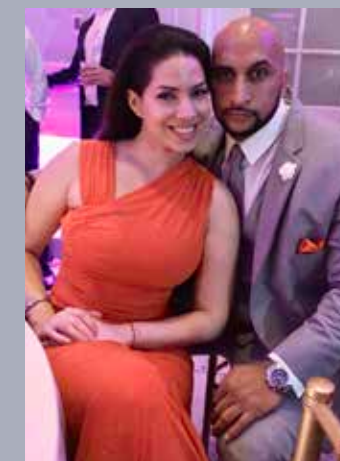


to fuel his personal renovation projects and other entrepreneurial endeavors—like his plan to develop more affordable housing in some of Chicago’s underserved neighborhoods, where he serves as a mentor for inner-city youth through LINK Unlimited Scholars.

“I believe that it’s important to always continue to learn and find ways to become better at whatever it is you’re doing—to never be complacent, to build good relationships, and most importantly, to come from a place of contribution and strive to make a greater impact.”

Outside of real estate, Edward is an avid lover of sports. He loves playing and watching football, basketball, and baseball. He still enjoys training in the gym and staying fit, as well as expressing his creativity with acrylics on canvas. He travels three to four times a year to visit his son, Edward Jr., and grandson, Elijah, in Phoenix, AZ, and was proud to be the person who took Elijah to his first Cubs spring training game this past March. Edward also loves traveling out of the country with Frances, taking a night out on the town to dine at one of the city’s fine establishments, and going for walks with his dog, Bulldozer.

“
In life, there is no better feeling than being able to help someone, and with real estate, you are helping someone achieve the American dream.”



Edward with his wife, Frances.

Edward’s commitment to the people he serves, his community, and his city reflects a deep-seated understanding of what truly matters. His approach to real estate is not just about transactions; it’s about making a difference in people’s lives. It’s about paving a way to wealth and stability for generations to come. As Edward continues to grow his real estate business, there’s no doubt that he will inspire many others to dream bigger, push harder, and never settle for anything less than their best.

SCAN ME

FEATURED IN

Chicago REALTORS
 CHICAGO REALTORS WHO'S WHO
 Zillow Select Photographer
 PPA Professional Photographers of America
 RP
 Expertise.com
 Matterport

LISTING PHOTOS, MATTERPORT 3D, LISTING VIDEO, FLOOR PLANS | TEXT /CALL 773-540-9556

CURBSIDE CLOSINGS

DRIVE UP · STAY IN · SIGN · DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

FEEL FREE TO REQUEST THIS SERVICE AT THE TIME OF SCHEDULING.

CHICAGO TITLE

THE LAW OFFICE OF

MP
 Mayra Prado-Pagan
MI

Real Estate Law

www.mpplawyer.com | mayra@mpplawyer.com
 Hablo Español

505 N. Riverside Dr. | Suite 202 | Gurnee | 847-707-3236 |

CROSSCOUNTRY MORTGAGE™

The Options And Advice Your Buyers Need.
The Service You Both Deserve.
 Work with a lender you can count on and partner with me today!

Tammy Maranto | SVP of Mortgage Lending
 NMLS #224415 | 2936 West Belmont Ave Chicago, IL 60618
 (630) 291-1476 | tammy.maranto@myccmortgage.com
 crosscountymortgage.com

THE GOLD STANDARD
 IN MAGAZINE & AD DESIGN

But don't just take our word for it.

Take theirs.

THE N2 COMPANY.

n2co.com

REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on **Apple Podcasts** LISTEN ON **Spotify** Listen on **amazon music**

Rob Morrison

» cover story

By Chris Menezes
Photos by Elliot Powell

Committing to What is Right and Letting Go of the Rest

The success that North Barrington native Rob Morrison has seen throughout his nearly twenty-year career in real estate can be boiled down to one thing: a commitment to always doing the right thing. This commitment was instilled into Rob at a young age by his father.

“My father taught me to always do the right thing, and the outcome is the residual of doing just that,” explains Rob.

This commitment, combined with his desire to help people, led Rob to obtain his bachelor’s degree in criminal justice with a minor in business from Western Illinois University. After graduating college in 2004, he entered real estate through the mortgage industry, where he worked as a loan originator for about a year.

Even back then, Rob could see much of the predatory lending that eventually caused the 2007/2008 financial crises and Great Recession. Seeing this sparked an interest in the buying and selling of real estate, as he wanted to learn more about the largest investment that he’d ever make someday. The more

he learned, the more he felt compelled to help others too. By the next year, he’d joined Coldwell Banker, and he has never looked back.

Building his business from the ground up at a young age was a definite challenge for Rob. But with persistence, continual education, and the willingness to adapt to the ever-evolving market, he was able to create a top-producing team—the Rob Morrison Team with Coldwell Banker—in the northwest suburbs of Chicago.

Rob continues to be driven by the same passion that got him into the business all those years ago. He finds fulfillment in helping people through tough situations and guiding them toward prosperous investments. If he could go back and give his younger self a bit of advice, it would be a kind of reinforcement of what his father instilled in him—always do the right thing.

“I’d tell myself to trust and enjoy the process,” he says. “I often tell younger agents to be patient and to listen. And to always listen to advice from those who have the experience and success you want in life.”





For Rob, success comes down to time: having the time to enjoy life, see the world, and be with friends and family. Rob especially enjoys spending time with his two nieces, Gabby and Gianna, whether shopping, playing bocce or baseball, racing go-carts, trying the newest restaurant in town, or eating some of their favorite foods.

When it comes to relaxing, you can often find Rob walking one of the local trails while listening to his favorite recording artist, Chris Stapleton. Just being outside brings Rob immense peace. While he can enjoy any outdoor activity, he especially enjoys water sports.

Having grown up and built his business in the Barrington area, Rob is also passionate about his community. He currently lives in Barrington and is a big supporter of both local and national initiatives, such as Marklund,

Ronald McDonald House Charities, and the Susan G. Komen Foundation.

“I’ve had either a family member or close friend who has needed the support of one these organizations, so it’s only right that I donate my time in giving back to them,” he says.

From his early days in North Barrington to his current role as the leader of a top-producing team, Rob’s journey is a testament to the power of commitment, passion, and a steadfast belief in always doing what’s right. Rob’s success is clearly not measured only by the number of properties sold or the revenue generated, but by the people and communities he’s served. As he continues his journey, one thing is certain: his legacy in real estate will be characterized by the positive impact he has had on the lives of others and the love he has for, and gives, his community.





My father taught me to always do the right thing, and the outcome is the residual of doing just that...

WINTRUST
MORTGAGE



MAKE YOUR JUMBO PURCHASE A REALITY.

Purchase more without putting more down



BRIAN R. JESSEN
SVP of Mortgage Lending
NMLS# 205801
CELL 847.712.0830
BJessen@WintrustMortgage.com
WintrustMortgage.com/Brian-Jessen
727 N Bank Ln, Lake Forest, IL 60045

CALL ME TODAY!
Let's have a
conversation

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING

With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers to agents and investors, we understand the complexities of your business.

The Hechtman Group
Exceptional CPA services for small businesses with big plans

☎ 847.256.3100

@ info@thehechtmangroup.com www.thehechtmangroup.com

Work with experience

The difference is clear

I have more than **20 years** of

- Smooth, on-time closings
- Expertise and knowledge
- Proven financial strategies
- Happy clients

**Let me close your loan successfully!
Contact me today.**



John Noyes

SVP of Mortgage Lending
NMLS# 214555
O: 872-250-3623 | C: 773-213-1339
John.Noyes@myccmortgage.com
CrossCountryMortgage.com/John-Noyes



CrossCountry Mortgage | 909 Davis Street, Suite 500, Office 110, Evanston, IL 60201

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Illinois Residential Mortgage Licensee. CrossCountry Mortgage, LLC. NMLS# 3029 NMLS# 1949573 (www.nmlsconsumeraccess.org).

The outside of a house says a lot about a home

ETRUSCAN **GUTTERS & ROOFING**

By referring us to your client, we can help improve their home appearance and functionality for a **faster sale.**

*Roofing and Gutter Services in the North Shore from
Evanston to Lake Bluff, IL*

Call us today at 847-926-0085 • etruscanroofing.com

▶▶ on the rise

By Chris Menezes
Photos by Elliot Powell

MARY HIGLEY

Creating the Perfect Home

Faith, family, friends, and fun: these four pillars prop and guide REALTOR® Mary Higley, who is part of the top-ranked team at Jameson Sotheby's International Realty, the Home Discovery Team, in life and business. More recently, they have led this Glenview native to return home to the North Shore to continue building her business and raise her family.

While Mary grew up in Glenview, she primarily worked in the city for many years. She hit the ground running in real estate after graduating from the University of Kansas—her love of real estate was sparked during a summer internship that put her inside some of Chicagoland's most beautiful homes. She got her start in 2014 doing rentals and selling condos, and learned the ropes, gained confidence, and grew in experience.

After nearly a decade of living in a few different neighborhoods in

the city, Mary began to set her sights on the North Shore again, especially after she and her husband, Mark, were expecting their daughter, Claire. “We were looking for our next step and a place we could grow into as a family,” Mary explains. “[Moving back to] the North Shore, specifically Glenview, where my husband and I both grew up, was the easiest choice for us. It felt natural and was the perfect fit.”

While Mary has established a strong business in the city, she has been in a state of transition for some time now. Within the past five years, she has personally bought and sold properties three different times; and in the past three, she got married, had a child, and moved back to Glenview to establish a new home and family of her own. All these experiences inform her business today. “My passion is grounded in how I define the word home,” she explains. “A home is growing a family, and it's where life happens and memories are made. My mission is to secure my clients the perfect house so they can create the perfect home.

“A home is growing a family, and it's where life happens and memories are made. My mission is to secure my clients the perfect house so they can create the perfect home...”

Helping clients succeed with the best lifestyle and investment choice for them is such a special experience to be a part of.”

Mary also loves sharing her personal experience with buying, renovating, and selling properties at the right time to get the best return on the investment. While she still works in the city, she has begun to create more of a niche now with clients who are growing their families and heading to the North Shore.

“Having that city market experience as I enter this new chapter of life in the suburbs, where I could find my way even blindfolded, is unmatched. I couldn’t be happier with where my business is today and what is to come,” she says.

On top of growing and navigating the changes in her life over these past years, Mary endured many health scares that ultimately led to her diagnosis of Multiple Sclerosis (MS) in 2019.

“Every day is different with MS,” she explains. “My personal challenges have helped shape who I am and have given me the perspective to be grateful for each day, to have faith, and be present. My diagnosis is a big part of my life, but it does not define what I am capable of. The last four years have been challenging, but I am



proud of my choice to live and work every day, through the easy days and hard days, with the support of my family and friends.”

When Mary is not working, she enjoys traveling, going for walks, cooking, and being home with her family. She also puts a big emphasis on self-care, and has completed *The Artist’s Way* by Julia Cameron three times—a twelve-week book/course focused on a spiritual path to higher creativity within yourself and life. She says, “Every session strengthened my belief in myself, God, and the universe.” One of her favorite teachings from Cameron’s book: “Creativity is the natural order of life. Life is energy: pure creative energy” (2002, 3).

For up-and-coming top producers, Mary’s advice is to find a mentor. She says the

guidance and insights she received from her mentor, Jennifer Mills Klatt, were invaluable. The two women have become very close friends since then and love working together today.

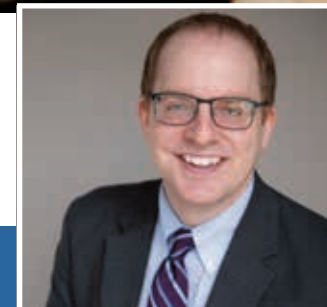
If there’s one thing that Mary would tell her younger self, it’s to stay strong, even on the toughest days. Now, she finds that motivation in her daughter, Claire, who she hopes to inspire with her own resilience and success. “Becoming a mom has been the most rewarding experience of my life,” says Mary. “Having Claire has shown me the beauty in the little moments of everyday life.”

As Mary continues to define and create “home” for her clients and her family, there is no doubt that her commitment to faith, family, friends, and fun will continue to shape her legacy and impact in the North Shore. It will be exciting to see all she will manifest, tapping into the pure creative energy of life.



@realproducers

Bringing Friends & Family Together



Bob Floss II
Real Estate Attorney



Residential/Commercial Closings, Evictions, Partnerships

1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com | 224-326-2903

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	82.5	\$49,737,311	65.5	\$40,693,770	148	\$90,431,081
2	Jena	Radnay	14	\$54,450,300	11	\$31,674,900	25	\$86,125,200
3	John	Morrison	38	\$36,592,927	26	\$21,487,500	64	\$58,080,427
4	Paige	Dooley	16.5	\$31,530,290	13.5	\$24,434,120	30	\$55,964,410
5	Anita	Olsen	126	\$51,072,615	0	\$0	126	\$51,072,615
6	Connie	Dornan	29.5	\$25,206,652	23.5	\$19,112,800	53	\$44,319,452
7	Maria	Delboccio	27.5	\$16,110,472	38.5	\$22,018,843	66	\$38,129,315
8	Sarah	Leonard	60	\$20,186,693	49	\$15,379,040	109	\$35,565,733
9	Leslie	McDonnell	34	\$17,547,300	26.5	\$15,493,016	60.5	\$33,040,316
10	Pam	MacPherson	14	\$14,325,950	19	\$17,679,450	33	\$32,005,400
11	Craig	Fallico	35	\$19,927,000	20	\$9,929,000	55	\$29,856,000
12	Kim	Alden	10	\$5,809,250	69	\$23,730,016	79	\$29,539,266
13	Dean	Tubekis	31	\$22,391,500	13.5	\$6,178,550	44.5	\$28,570,050
14	Anne	Dubray	18	\$15,488,500	14	\$12,875,440	32	\$28,363,940
15	Andra	O'Neill	13.5	\$15,189,900	9	\$12,630,000	22.5	\$27,819,900
16	Holly	Connors	26	\$13,227,800	28.5	\$14,416,700	54.5	\$27,644,500
17	Jeff	Ohm	14	\$14,295,751	10	\$11,614,840	24	\$25,910,591
18	Janet	Borden	12.5	\$11,780,250	15	\$11,398,000	27.5	\$23,178,250
19	Joanne	Hudson	10	\$18,483,499	4	\$3,644,000	14	\$22,127,499
20	Susan	Maman	5	\$7,250,500	9	\$14,052,000	14	\$21,302,500
21	Elizabeth	Wieneke	9.5	\$13,990,000	5.5	\$6,916,000	15	\$20,906,000
22	Jim	Starwalt	35	\$9,134,800	42	\$11,570,357	77	\$20,705,157
23	Michael	Thomas	16	\$8,257,500	20	\$12,379,746	36	\$20,637,246
24	Kati	Spaniak	14.5	\$12,228,500	8.5	\$7,809,400	23	\$20,037,900
25	Robbie	Morrison	16.5	\$12,762,050	9	\$7,010,400	25.5	\$19,772,450
26	Meredith	Schreiber	9.5	\$8,412,500	14.5	\$11,113,000	24	\$19,525,500
27	Ann	Lyon	9.5	\$14,621,784	2	\$4,879,500	11.5	\$19,501,284
28	Bonnie	Tripton	5	\$8,034,000	6	\$11,281,500	11	\$19,315,500
29	Cory	Green	4	\$3,860,000	14	\$15,359,653	18	\$19,219,653
30	Shaun	Raugstad	11	\$11,876,000	8	\$6,860,400	19	\$18,736,400
31	Nancy	Adelman	7	\$12,055,000	5	\$6,610,500	12	\$18,665,500
32	Nicholas	Solano	31	\$18,001,085	0	\$0	31	\$18,001,085
33	Jamie	Hering	25.5	\$8,892,950	24.5	\$9,039,793	50	\$17,932,743
34	Jackie	Mack	17.5	\$10,968,650	11	\$6,955,625	28.5	\$17,924,275

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Lisa	Wolf	33	\$14,663,800	9	\$3,128,400	42	\$17,792,200
36	Dinny	Dwyer	5	\$11,112,250	3	\$6,047,000	8	\$17,159,250
37	Samantha	Kalamaras	15	\$11,039,000	8	\$6,047,740	23	\$17,086,740
38	Mary	Grant	4.5	\$7,176,000	6	\$9,718,000	10.5	\$16,894,000
39	Alan	Berlow	18	\$10,782,300	10.5	\$6,005,900	28.5	\$16,788,200
40	Katharine	Hackett	1	\$1,261,000	10	\$15,073,000	11	\$16,334,000
41	Jacqueline	Lotzof	5.5	\$3,759,950	13.5	\$12,487,250	19	\$16,247,200
42	Heidi	Seagren	6	\$9,601,000	4	\$6,606,000	10	\$16,207,000
43	Beth	Wexler	10.5	\$7,631,750	11	\$8,504,460	21.5	\$16,136,210
44	Sally	Mabadi	10	\$14,757,687	1	\$960,000	11	\$15,717,687
45	Carrie	McCormick	6.5	\$7,934,500	5	\$7,775,000	11.5	\$15,709,500
46	Mary	Hoffman	41	\$15,407,769	0	\$0	41	\$15,407,769
47	Lori	Baker	7	\$7,531,000	6.5	\$7,831,375	13.5	\$15,362,375
48	Judy	Greenberg	13	\$8,246,286	10	\$7,065,500	23	\$15,311,786
49	Cathy	Oberbroeckling	27	\$12,949,173	6	\$2,287,895	33	\$15,237,068
50	Kelly	Malina	29	\$12,987,445	6	\$1,934,600	35	\$14,922,045

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.



WE INSPECT HOMES LIKE WE'RE BUYING THEM OURSELVES

HOME INSPECTION • RADON TESTING • THERMAL IMAGING



"Extra Mile Inspection was great. Jay was very professional and timely. We got a very thorough report a few hours after the inspection. I would recommend Extra Mile Inspection to anyone."

- Jonathan G





803 JENKISSON AVE.
LAKE BLUFF IL
847-561-8232
EXTRAMILEINSPECTION.COM




IT'S A TOUCHDOWN KIND OF DAY! *Let Us Be On Your Team!*

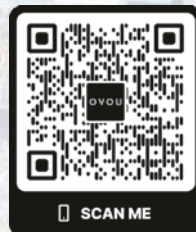
Come see our **NORTH SHORE** office

OUR CORE VALUES

Growth Mindset • Transparent • Above and Beyond • Process Driven
Compassionate • Humble • Integrity • Loyal • Nimble

neighborhood **loans**

Your Neighborhood Lender



RYAN SKAGGS

VP of Mortgage Lending
P. 773.569.8692
ryan@Neighborhoodloans.com
NMLS# 425763



MICHAEL BENCKS

VP of Mortgage Lending
773-960-2278
michael@neighborhoodloans.com
NMLS# 1202417

101 Green Bay Rd. Wilmette, IL 60091

Company NMLS# 222982



Neighborhood Loans, 1333 Butterfield Rd. Suite 600 Downers Grove, IL 60515. 1.800.207.8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. License #41DBO-118971

JKM | LAW OFFICE OF
JUDY K. MALDONADO

WE HAVE REALTORS TALKING,
AND HOMEOWNERS SPEECHLESS

"We had a wonderful experience with JKM from the beginning of the process all the way through our closing for our first purchase. Judy and her amazing team are extremely efficient and responsive. I would highly recommend her to anyone looking for a real estate lawyer." -Minu U

1800 NATIONS DRIVE STE 218, GURNEE, IL 60031
847-379-7300 • JKMLAW.COM

Judy K. Maldonado
Attorney



YOU SELL HOUSES, *We Transform Them Into Dream Homes*

HIGH-END DESIGN. TOP-NOTCH CONSTRUCTION



YR Studio is a full-service high-end design firm accomplished in new construction, full renovations, and custom homes. YR Studio caters to clients in the Greater Chicago area, with heaviest focus on the North Shore and Lake Geneva. YR Studio works with some of the most reputable and highest-quality builders, architects, and cabinet makers in the region. At YR Studio, projects are customized to best fit the unique vision and needs of each individual client.

YR
Studio



"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!"
- Russell A.

Our team of specialists are ready to assist you.

▪ For nearly 70 years, graciously serving Chicago's North Shore communities.

▪ Fully Licensed and Insured
24/7 Emergency Service

▪ Your Local HVAC, Roofing, and Plumbing Experts

Call Today for a FREE Estimate! • 847-999-7297

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Marlene	Rubenstein	3.5	\$3,993,420	8.5	\$10,831,145	12	\$14,824,566
52	Connie	Antoniou	11	\$11,337,197	4	\$3,477,197	15	\$14,814,394
53	Alyson	Tesar	2	\$2,532,500	6	\$12,175,500	8	\$14,708,000
54	Geoff	Brown	6	\$5,115,625	7.5	\$9,060,000	13.5	\$14,175,625
55	Caroline	Starr	11.5	\$8,825,450	11.5	\$5,087,719	23	\$13,913,169
56	Jodi	Cinq-Mars	14	\$4,690,450	27	\$9,218,301	41	\$13,908,751
57	Alissa	McNicholas	7	\$7,531,000	5	\$6,275,775	12	\$13,806,775
58	Vaseekaran	Janarthanam	9	\$3,576,900	23	\$10,182,625	32	\$13,759,525
59	Laura	Fitzpatrick	7	\$5,136,900	6	\$8,416,250	13	\$13,553,150
60	James	Ziltz	27	\$13,552,790	0	\$0	27	\$13,552,790
61	Ted	Pickus	7.5	\$4,917,710	11	\$8,633,500	18.5	\$13,551,210
62	Corey	Barker	20	\$8,502,990	10	\$4,825,000	30	\$13,327,990
63	Nancy	Gibson	12	\$7,905,000	5	\$5,366,000	17	\$13,271,000
64	Abhijit	Leekha	3	\$956,000	28	\$12,166,453	31	\$13,122,453
65	Tyler	Lewke	14	\$5,478,400	16.5	\$7,642,275	30.5	\$13,120,675
66	Andee	Hausman	13.5	\$6,579,900	10.5	\$6,472,000	24	\$13,051,900
67	Cheryl	Bonk	23.5	\$12,955,821	0	\$0	23.5	\$12,955,821
68	Linda	Little	23.5	\$12,955,821	0	\$0	23.5	\$12,955,821
69	Brandy	Isaac	10	\$7,158,000	6	\$5,775,000	16	\$12,933,000
70	Sheryl	Graff	7.5	\$8,630,000	4	\$4,183,000	11.5	\$12,813,000
71	Margie	Brooks	3.5	\$5,586,355	8.5	\$7,152,500	12	\$12,738,855
72	Lori	Rowe	18	\$9,182,975	7.5	\$3,531,000	25.5	\$12,713,975
73	Stephanie	Andre	11.5	\$6,412,100	14	\$6,299,000	25.5	\$12,711,100
74	Megan	Mawicke Bradley	4.5	\$7,327,279	2	\$5,211,000	6.5	\$12,538,279
75	Matthew	Messel	12	\$5,064,748	18.5	\$7,470,400	30.5	\$12,535,148
76	Aaron	Share	3	\$3,065,000	9	\$9,277,900	12	\$12,342,900
77	Amy	Derango	12	\$5,490,200	13	\$6,702,202	25	\$12,192,402
78	Basel	Tarabein	7	\$2,848,766	8.5	\$9,222,000	15.5	\$12,070,766
79	Robert	Picciariello	24	\$11,995,400	0	\$0	24	\$11,995,400
80	Nathan	Freeborn	5	\$3,288,000	10	\$8,538,000	15	\$11,826,000
81	Sarah	Toso	21	\$11,672,941	0	\$0	21	\$11,672,941
82	Winfield	Cohen	12	\$4,103,500	8	\$7,542,250	20	\$11,645,750
83	Kathryn	Mangel	1.5	\$5,183,500	4	\$6,299,000	5.5	\$11,482,500
84	Missy	Jerfita	9.5	\$7,718,000	4	\$3,705,000	13.5	\$11,423,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lisa	Trace	6.5	\$4,851,250	8	\$6,499,000	14.5	\$11,350,250
86	Leigh	Marcus	6.5	\$2,691,000	10.5	\$8,614,500	17	\$11,305,500
87	Karen	Arenson	3.5	\$5,144,500	3	\$6,031,900	6.5	\$11,176,400
88	Laura	Cartwright	13	\$6,419,500	9	\$4,585,000	22	\$11,004,500
89	Harris	Ali	3	\$1,896,500	20	\$8,996,300	23	\$10,892,800
90	Diana	Matichyn	15.5	\$6,411,400	10.5	\$4,476,250	26	\$10,887,650
91	Jodi	Taub	4.5	\$4,520,000	8.5	\$6,227,250	13	\$10,747,250
92	Suzanne	Myers	6	\$8,042,500	3	\$2,693,000	9	\$10,735,500
93	Karina	Kolb-Formento	4	\$2,518,000	4	\$8,140,000	8	\$10,658,000
94	Jeannie	Kurtzhals	6	\$7,244,000	3	\$3,367,500	9	\$10,611,500
95	Tamara	O'Connor	16	\$6,312,300	9	\$4,261,890	25	\$10,574,190
96	Nevin	Nelson	7	\$2,957,500	10	\$7,551,001	17	\$10,508,501
97	Amy	Kite	14	\$5,232,732	13.5	\$5,229,735	27.5	\$10,462,467
98	Kate	Fanselow	5.5	\$4,100,000	7.5	\$6,318,000	13	\$10,418,000
99	Susan	Teper	7.5	\$6,101,000	7	\$4,268,140	14.5	\$10,369,140
100	Amy	Foote	13	\$4,753,957	18.5	\$5,584,500	31.5	\$10,338,457

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.

**HELPING REALTORS...
HELP VETERANS**

VETERANS
useyourVAloans.com

Brent Kenyon
Vice President of Mortgage Lending
(773) 410-0696 Office: (847) 327-1716
NMLS # 789861

200 N. Fairway Drive Suite 212 Vernon Hills, IL 60061 NMLS # 789865



3 KEYS TO PROFITABLE REAL ESTATE VIDEOS

There are several ways to hook the audience:

- A question, revealing a surprising or unexpected statement.
- Unique visuals or sounds.
- A moment of conflict or humor.

For example, the video above starts like a traditional real estate commercial, but right away we resort to humor and try to get a "HUT!" reaction.

Use your creativity and knowledge of your target audience to determine what is a good hook for the viewer.

FREE TRAINING

from Visual Filmworks

You need to create video. This is nothing new, but did you know that only 9% of realtors are actually doing video? Visual Filmworks is an expert in video marketing.

We want to give you this FREE TRAINING to help you elevate your next video project. This is only for a limited time so don't miss out on getting this education



SCAN ME

872-356-8135 | info@visualfilmworks.com | visualfilmworks.com



Photography

Editorial • Events • Portraiture

photoep.com
414-375-9559
elliot@photoep.com



Don't Lose Your Sale Because Of A MOLD Problem



Have Your Indoor Air Quality Assessment Completed TODAY!






Indoor Air Quality Experts
Mold & Disinfection Services

800-SOLUTIONS/GREENHOMESOLUTIONS.COM

AFFORDABLE FAST EFFECTIVE EPA-REGISTERED PRODUCTS

Let's Make MOVES!





LARRY STEINWAY
BRANCH MANAGER | SVP OF MORTGAGE LENDING
224-595-8600
larry@revloans
Lendwithlarry.com
25+ years of lending experience.

Revolution

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Maureen	O'Grady-Tuohy	9.5	\$8,672,750	2	\$1,656,000	11.5	\$10,328,750
102	Janice	Hazlett	2.5	\$1,161,500	7	\$9,042,499	9.5	\$10,203,999
103	Beth	Alberts	3.5	\$4,061,500	9.5	\$6,130,000	13	\$10,191,500
104	Bill	Flemming	15	\$9,501,112	1	\$610,741	16	\$10,111,853
105	Susan	Pickard	16	\$5,612,500	11	\$4,484,915	27	\$10,097,415
106	Benjamin	Hickman	10	\$3,361,399	16	\$6,653,240	26	\$10,014,639
107	Ralph	Milito	11	\$5,217,400	10	\$4,775,000	21	\$9,992,400
108	Marina	Carney	3.5	\$2,705,500	7	\$7,274,000	10.5	\$9,979,500
109	Katrina	De Los Reyes	5	\$2,312,875	10	\$7,550,000	15	\$9,862,875
110	Mona	Hellinga	3	\$4,765,500	3.5	\$5,084,500	6.5	\$9,850,000
111	Elizabeth	Bryant	7	\$4,644,400	4	\$5,060,000	11	\$9,704,400
112	Jesus	Perez	13	\$3,022,900	28	\$6,664,040	41	\$9,686,940
113	Esther	Zamudio	12.5	\$3,438,000	24	\$6,208,001	36.5	\$9,646,001
114	Gloria	Matlin	5	\$5,429,500	4	\$4,138,000	9	\$9,567,500
115	Allison	Silver	9	\$7,728,250	1.5	\$1,823,000	10.5	\$9,551,250
116	Matt	Steiger	6	\$5,372,900	6	\$4,082,000	12	\$9,454,900
117	Katherine	Hudson	6	\$6,865,000	2	\$2,551,000	8	\$9,416,000
118	Michael	Herrick	10	\$4,130,500	8	\$5,164,800	18	\$9,295,300
119	Mary	Summerville	10	\$5,604,750	8	\$3,601,750	18	\$9,206,500
120	Amy	Diamond	6	\$2,863,500	12.5	\$6,339,000	18.5	\$9,202,500
121	Leslie	Maguire	3	\$4,680,000	3	\$4,512,200	6	\$9,192,200
122	Jen	Ortman	11	\$5,030,250	8	\$4,145,499	19	\$9,175,749
123	Lori	Nieman	4	\$6,920,000	1	\$2,212,058	5	\$9,132,058
124	Michael	Mitchell	6	\$6,242,000	3	\$2,820,000	9	\$9,062,000
125	Darragh	Landry	4	\$3,155,000	5	\$5,805,500	9	\$8,960,500
126	Robert	Wisdom	20.5	\$6,102,556	9	\$2,797,990	29.5	\$8,900,546
127	David	Schwabe	11	\$5,300,410	10.5	\$3,496,510	21.5	\$8,796,920
128	Dominick	Clarizio	5	\$5,765,750	3	\$3,029,800	8	\$8,795,550
129	Lindsey	Kaplan	6	\$2,718,954	9.5	\$6,044,000	15.5	\$8,762,954
130	David	Chung	2.5	\$2,464,511	5	\$6,160,000	7.5	\$8,624,511
131	Katherine	Harris	2.5	\$7,725,000	1	\$875,000	3.5	\$8,600,000
132	Jody	Dickstein	4	\$5,032,000	3	\$3,535,000	7	\$8,567,000
133	Shaunna	Burhop	12	\$5,922,675	6	\$2,628,000	18	\$8,550,675
134	Christopher	Davis	10	\$3,206,120	14	\$5,323,700	24	\$8,529,820

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	William	Squires	1	\$697,500	3	\$7,810,000	4	\$8,507,500
136	Richard	Richker	2.5	\$3,483,000	4	\$4,967,000	6.5	\$8,450,000
137	Emily	Smart Lemire	1.5	\$2,441,000	6	\$5,981,000	7.5	\$8,422,000
138	Catherine	Caravette	0	\$0	2	\$8,300,000	2	\$8,300,000
139	Marybeth	Dazzo	5	\$2,667,250	7	\$5,524,000	12	\$8,191,250
140	Anne	Gummersall	2	\$3,775,000	2	\$4,400,000	4	\$8,175,000
141	Amy	Philpott	6	\$2,775,900	11	\$5,282,000	17	\$8,057,900
142	Mark	Kloss	9	\$4,374,000	6	\$3,650,500	15	\$8,024,500
143	Danny	McGovern	4.5	\$4,376,000	6	\$3,643,000	10.5	\$8,019,000
144	Elizabeth	Goodchild	5.5	\$1,594,500	19	\$6,423,800	24.5	\$8,018,300
145	Thomas	Zander	13	\$5,896,800	7	\$1,976,300	20	\$7,873,100
146	Sherry	Molitor	1	\$3,312,500	1	\$4,560,000	2	\$7,872,500
147	Elise	Rinaldi	2	\$4,486,000	4	\$3,355,000	6	\$7,841,000
148	Frank	Denovi	24	\$7,757,254	0	\$0	24	\$7,757,254
149	Randall	Brush	17.5	\$6,265,849	4	\$1,463,000	21.5	\$7,728,849
150	April	Callahan	2.5	\$7,725,000	0	\$0	2.5	\$7,725,000

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.



The Law Firm that Always Keeps You in the Loop



The David Frank Law Group
Real Estate Law + Estate Planning



Delivering the best in class legal representation from contract to closing



Our seasoned team of real estate professions seamlessly keeps the deal moving



Available nights and weekends



SCAN ME



773.255.6499



3400 Dundee Rd. • Suite 320
Northbrook, IL 60062



425.928.4061



david@frankesq.com



thedavidfranklawgroup.com

AP A. PERRY HOMES ARCHITECTS BUILDERS



A. PERRY HOMES

are the architects and builders of choice for families who believe making their dream home should be a fun and engaging process that focuses on their traditions and lifestyle needs. The consistent result for the families that choose our award-winning firm is an exciting experience that begins with a dream and ends with a dream home.

APERRYHOMES.COM | 847.549.0668 | @HOME_BUILDER

Stand Out. Stay Top of Mind. Sell More.



MARVIN'S MAILERS

630.548.2650 • marvinmailers.com • hello@marvinmailers.com




Chicago

- Alinea
- Au Cheval
- Avec
- Bavette's Bar & Boeuf
- Bronzeville Winery
- Cellar Door Provisions
- Daisies
- Duck Duck Goat
- Evette's
- Chin Kao Eat Rice
- Gibsons
- Hermosa Restaurant
- Kasama
- Lardon
- Le Bouchon

Chicago

- Lula Café
- Mi Tocaya Antojeria
- Monte Verde
- Oriole
- Parachute
- Pequod's Pizza
- Proxi
- Publican Quality Bread
- Rose Mary
- Rose Mary
- Superkhana International
- Taqueria Chingon
- The Duck Inn
- Triple Crown Restaurant
- Virtue

DuPage County

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

Northwest Suburbs

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

- Naperville
- Meson Sabika
- Blue Sake Sushi
- Fiamme
- Hugo's Frog Bard & Grill
- Oak Brook
- Kona Grill
- RH Rooftop Restaurant
- Oakbrook Terrace
- Positano Ristorante
- Roselle
- 1913 Restaurant & Wine Bar
- Westmont
- Neat Kitchen + Bar
- Wheaton
- Warren's Ale House Il Sogno

- Schaumburg
- Chicago Prime Italian
- Meze Mediterraneo
- Fox & Hound
- South Barrington
- The Lucky Monk
- Wauconda
- SLYCE Coal Fired Pizza Company
- Mount Prospect
- Via Roma Social Inn
- Lake Zurich
- The Hungry Mule
- Barrington
- Farmhouse on North
- Park Ridge
- Nonna Silvia's Trattoria & Pizzeria

COMPLIMENTS OF:



Nick Donato
REALTOR®
630-465-2875
nickdonato@kw.com

YOUR HERITAGE CREEK NEIGHBOR & REAL ESTATE PROFESSIONAL



kw REAL ESTATE

Each Office is Independently Owned & Operated
This is not intended to solicit currently listed properties.

TAYLOR & TAYLOR

MORTGAGES ARE PERSONAL
LET US TREAT YOU LIKE A PART OF OUR FAMILY!

KIRK TAYLOR,
BRANCH MANAGER
NMLS 312131
CROSS COUNTRY MORTGAGE, LLC
NMLS 1770104
9130 GALLERIA COURT
#101 NAPLES, FL 34109



312.919.0373
TAYLOR@MYCCMORTGAGE.COM
WWW.LUCKYTAYLORLOANS.COM



TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Nicholas	Blackshaw	1.5	\$789,448	11	\$6,925,500	12.5	\$7,714,948
152	Sara	Sogol	16	\$5,681,999	5	\$2,004,000	21	\$7,685,999
153	Anne	Malone	3	\$5,675,000	1	\$2,010,000	4	\$7,685,000
154	Sang	Han	7	\$4,021,228	9	\$3,662,128	16	\$7,683,356
155	Kathryn	Moor	1	\$1,525,210	4	\$6,105,000	5	\$7,630,210
156	Tara	Kelleher	10	\$5,796,400	4	\$1,781,550	14	\$7,577,950
157	Heidi	Michaels	11	\$5,887,000	4	\$1,670,000	15	\$7,557,000
158	Honore	Fru mentino	8	\$5,593,368	4.5	\$1,944,500	12.5	\$7,537,868
159	Patti	Furman	21	\$7,537,474	0	\$0	21	\$7,537,474
160	Linda	Levin	5	\$4,647,500	3	\$2,879,000	8	\$7,526,500
161	Stacy	Johnson	13	\$4,862,500	6	\$2,652,391	19	\$7,514,891
162	Gina	Shad	5	\$4,106,000	3	\$3,407,500	8	\$7,513,500
163	Julia	Alexander	13	\$4,455,300	12	\$3,046,300	25	\$7,501,600
164	Christopher	Gaggero	4.5	\$2,082,600	5	\$5,359,000	9.5	\$7,441,600
165	Ken	Snedegar	3.5	\$1,527,730	10	\$5,872,498	13.5	\$7,400,228
166	Samuel	Lubeck	3	\$1,625,000	11	\$5,758,450	14	\$7,383,450
167	Renee	Clark	5.5	\$3,632,200	5	\$3,750,000	10.5	\$7,382,200
168	Joseph	Giampa	3	\$5,465,000	1	\$1,900,000	4	\$7,365,000
169	John	Mawicke	4.5	\$7,327,279	0	\$0	4.5	\$7,327,279
170	Houda	Chedid	3	\$5,398,750	1	\$1,925,000	4	\$7,323,750
171	Victoria	Stein	7	\$4,530,000	5	\$2,755,000	12	\$7,285,000
172	Grace	Flatt	3	\$4,348,000	2	\$2,875,000	5	\$7,223,000
173	Scott	Shapiro	16	\$7,222,000	0	\$0	16	\$7,222,000
174	Debra	Baker	4	\$2,970,000	8	\$4,232,100	12	\$7,202,100
175	Jacquie	Lewis	4	\$5,225,000	2	\$1,968,500	6	\$7,193,500
176	Olga	Kaminska	8	\$3,217,000	7.5	\$3,920,101	15.5	\$7,137,101
177	Rafay	Qamar	11	\$3,766,900	10	\$3,360,000	21	\$7,126,900
178	Teresa	Stultz	9	\$2,905,800	14	\$4,218,300	23	\$7,124,100
179	Shannon	Bernard	0.5	\$675,000	2.5	\$6,410,000	3	\$7,085,000
180	David	Korkoian	10	\$5,543,500	2	\$1,502,000	12	\$7,045,500
181	Emily	Destefano	4	\$6,183,100	2	\$858,000	6	\$7,041,100
182	Craig	Stein	13.5	\$4,290,500	7	\$2,712,000	20.5	\$7,002,500
183	Kelly	Janowiak	10.5	\$4,595,786	5	\$2,381,000	15.5	\$6,976,786
184	Vittoria	Logli	7	\$3,840,000	5.5	\$3,087,498	12.5	\$6,927,498

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jean	Anderson	1.5	\$1,937,500	6	\$4,952,750	7.5	\$6,890,250
186	Izabela	Dianovsky	3	\$6,884,000	0	\$0	3	\$6,884,000
187	Tracy	Wurster	4.5	\$5,267,000	1.5	\$1,590,000	6	\$6,857,000
188	Eugene	Abbott	5	\$2,297,500	6	\$4,557,100	11	\$6,854,600
189	Julie	Pawl	6	\$4,054,000	3	\$2,785,000	9	\$6,839,000
190	Susan	Roche	7	\$4,375,500	5	\$2,425,000	12	\$6,800,500
191	Rutul	Parekh	5	\$1,424,900	13	\$5,368,602	18	\$6,793,502
192	Cricket	King	1	\$897,500	4	\$5,886,000	5	\$6,783,500
193	Shay	Hata	0.5	\$150,000	9.5	\$6,588,400	10	\$6,738,400
194	Flor	Hasselbring	3	\$4,765,500	1.5	\$1,957,500	4.5	\$6,723,000
195	Sandra	Amidei	13	\$4,611,300	7	\$2,106,000	20	\$6,717,300
196	Monica	Corbett	3	\$4,410,900	2	\$2,205,000	5	\$6,615,900
197	Mark	Nesci	3	\$1,510,000	7	\$5,101,000	10	\$6,611,000
198	C Bryce	Fuller	15	\$6,328,800	1	\$235,500	16	\$6,564,300
199	Cory	Albiani	7.5	\$4,551,223	3	\$2,004,000	10.5	\$6,555,223
200	Debbie	Glickman	2.5	\$1,660,000	6	\$4,873,500	8.5	\$6,533,500

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.


Your Reliable Partner

For All Your Mortgage Needs



Martin Lorenzen | *Loan Originator*

NMLS ID: 2010122
martin.lorenzen@nrlmortgage.com
O: 815-655-2247 • C: 773-556-9283
15 Oak Street, Unit 2A, Frankfort, IL 60423



nrl mortgage

"S.P.Marty and his team were very transparent regarding the expectations as well as upcoming tasks throughout the entire process. He was always available to take my calls and explained the process thoroughly to me in an understandable way."

This is an advertisement. All applications are subject to credit approval. Program terms and conditions are subject to change without notice. Some products may not be available in all states. Other restrictions and limitations may apply. This is not a commitment to lend. Nations Reliable Lending, LLC is an Equal Housing Opportunity | www.nrlmortgage.com | NMLS # 181407 - 1220 Augusta Drive, Suite 600, Houston, TX 77057, 713-275-1300 | For a full list of our licenses, please visit www.nmlsconsumeraccess.org.

ALEX FILIN

SVP OF MORTGAGE LENDING



\$52M CLOSED IN 2022



FAST CLEAR-TO-CLOSE
CTC IN AS LITTLE AS 24 HOURS



#1 JUMBO NON-BANK LENDER
GUARANTEED RATE

The summer market is here and it's just as competitive as past years. We can help!

You need a lender you can trust who can help your clients navigate changing market conditions, close fast, and make the process as smooth and easy as possible.

My team and I are ready to get your clients in the homebuying game!

I would be honored to connect and learn more about how to help you enhance your business.

Scan my QR code to get started!

CONTACT ME!



guaranteedRate.

PRESIDENT'S CLUB



C: (847) 732-8913 | O: (773) 897-3896
afilin@rate.com | rate.com/afilin

1- Guaranteed Rate's 2022 Internal Production Data | 2- *The Guaranteed Rate FastTrack is available from 1/1/23 through 11:59 PM, 5/31/23 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 AccountChek 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-DFPI#1433047, CO - 100521177, FL - LO81724, IL - 0310041816, IN - 32861, KY - MC749969, MI - 1433047, MN - MN-MLO-1433047, WI - 1433047 Guaranteed Rate Inc., NMLS #2611. 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# MLD102 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

**One Call.
One Solution.**

ROSE[®]
PEST SOLUTIONS

*Your preferred partner in
public health since 1860!*

800-GOT-PESTS? rosepestcontrol.com

JOE CASTELLO PHOTOGRAPHY

JCP
.COM

**PROFESSIONAL
PHOTOGRAPHY
FOR REAL ESTATE
PROFESSIONALS**

773-842-3145

JOECASTELLOPHOTOGRAPHY.COM
JOECASTELLOPHOTOGRAPHY@GMAIL.COM



MORTGAGE

OUR EXPERIENCE + YOUR CLIENT'S PEACE OF MIND = YOUR SUCCESS!

*Begin your relationship with
us **TODAY!***



Equal Housing Lender | Illinois Residential Mortgage Licensee.

2412 W North Ave Ste 2F, Chicago, IL 60647
P: 847-859-0020 F: 866-495-1032 **NMLS#** 1797943



Baghir Hamidov

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

Katherine D Bukowski

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103