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AGENT FEATURE:

ANDREW CASTILLON

ON THE RISE:

LONDON HECK

PARTNER SPOTLIGHT:

THE EMMA BUTLER GROUP
AT NEIGHBORHOOD LOANS

SPRING EVENT:

FOUNTAIN BLUE
TUESDAY, MAY 21ST
1PM - 4PM
DETAILS ON PAGE 50

Cory
Tanzer

The "Mayor" of University Village

APRIL 2024



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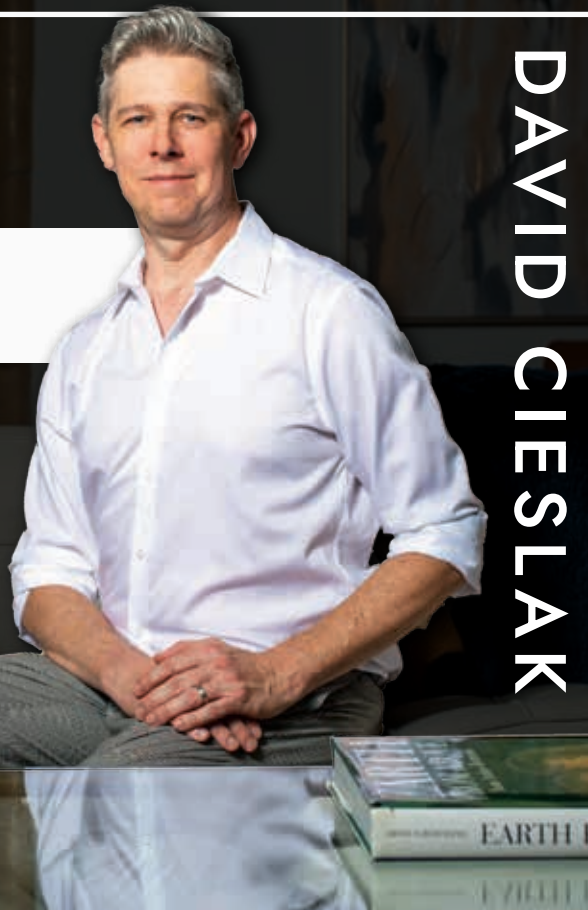
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Ever since the birth of *Chicago Real Producers* in 2017, recipients of the hard copy have repeatedly communicated that it is a badge of honor to be on our distribution list. Receiving the hard copy indicates you are among the top 500 producing REALTORS[®] in the city of Chicago

for the previous year (based on closed production in 606 zip codes). Most people know by now that we are not subscription based. However, every now and then, someone reaches out to me inquiring why they don't receive the physical magazine. After I explain how our platform works, people typically respect the fact that being on our distribution list has to be earned.

I'm happy to announce that we have created a badge image for your email signature, social media, website, listings, and marketing materials! We officially made the announcement at our winter event a couple months ago, but in case you missed it, scan the QR code and follow the prompts. Once some basic information has been submitted and your 2023 production has been confirmed, you will receive your 2024 *Chicago Real Producers* badge. Our Preferred Partners are eligible to receive their own specific badge as well. Letting everyone know that you are a Real Producer is just another credible way to help you stand out from the crowd. We're excited to

announce that we are bringing together our Chicago, DuPage, and North Shore Real Producers markets for a combined spring event on Tuesday, May 21st! Details can be found on page 50.



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▶▶ on the rise

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K

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“It’s hard to explain how your perception of life and its experiences change when you go through something like that,” says Landon Heck, about the near-fatal car crash he survived when he was eighteen years old. **“I am forever humbled and grateful for every day since—the great days and the challenging days.”**

Landon brings this attitude of gratitude into every facet of his life—from personal relationships to his everyday work as a REALTOR® with the Home Discovery Team at Sotheby’s International Realty in Chicago.

“I can say that I have a profound sense of gratitude for the people I’m surrounded by—from my family, friends, clients, and work colleagues, all the way down to the people I chat with while waiting for my coffee,” he says. “That experience [the accident] has impacted every aspect of my life and truly helped me grow as a person.”

Growing up in Des Moines, Iowa, Landon was inspired by his entrepreneurial parents as he watched them make their own way in business. He can trace his drive and desire to create his own professional path from them.

“Their example of what it means to forge one’s own way and to work for the things you have in life has always been my guiding force,” Landon says.

After studying fashion design at the School of the Art Institute of Chicago, Landon worked in the hospitality industry for over twenty years. During his tenure in restaurants, bars, and nightclubs, he held positions in bartending and management, which not only allowed him to capitalize on his innate social prowess, but also revealed his capacity to swiftly adapt to different and dynamic landscapes within the industry and surmount challenges with notable precision. While he was successful, his entrepreneurial spirit craved greater autonomy in shaping his days and life, plus he longed to make an even greater, positive impact on the lives of others. So over the next year and a half, Landon transitioned from hospitality to real estate, working bartending shifts while growing his business as a REALTOR®.

“The hours and lifestyle were a big change, but [it was all] definitely for the better,” recalls Landon. “I was bartending until 4 or 5 am, Thursday through Saturday. It was challenging



Landon with Jennifer Mills Klatt (friend and team lead) and Luke Jorwic (friend and colleague).



Landon at the 2023 Chicago International Reel Short Film Festival screening of “When The Clock Strikes.” He even had a cameo role!



to balance both schedules, but my drive, grit, and undeniable desire to build my real estate business and help others kept me going.”

Landon has now been with the Home Discovery Team for nearly six years, and Team Lead Jennifer Mills Klatt has been instrumental in helping him find his footing. Landon’s passion for design and

architecture shine through in all he does, but it’s his ability to connect with people that has made his new career in real estate a success, both personally and professionally.

“I have loved meeting and getting to know people since I was a little kid,” explains Landon. “I thrive on learning, collaborating, and helping others. Hence, I’ve

spent my entire professional career in two of the most social industries.”

When not working on his business, Landon stays active in his community. He frequently partners with the organization Fight2Feed, a charitable group that, to date, has not only served 800,000 meals to those in need, but has also rescued over three million pounds of food between their Chicago, Atlanta, and Kansas City locations.

“They create chef-prepared meals for those in need by sourcing and using surplus foods from distributors and restaurants,” Landon explains. “There is no reason anyone should ever go hungry, and Jiwon McCartney, the founder of Fight2Feed, and her team’s relentless efforts to reduce food waste and feed those in need is incredible.”

Looking forward, Landon certainly aims to continue growing his business. But to him, it’s just as important to continue growing his appreciation of the relationships he builds every day. It’s a perspective on life that he’s maintained since his life-changing accident.

“I can’t imagine doing anything else,” shares Landon. “When your life is driven by passion, your currency is measured in special moments and genuine relationships; your career isn’t just the means to make a living, but part of the reason you live.”

“Real estate is the most humbling profession I can think of. We are not only working with a person’s largest asset, but we are a part of one of the most personal aspects of their lives,” he adds. “A home is solace away from the craziness of a person’s everyday life, and it’s the space on this earth that is truly theirs. It’s incredible to be invited to be a part of that.”



“

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Cory Tanzer

THE “MAYOR” OF UNIVERSITY VILLAGE

» cover story

By Chris Menezes
Photos by Sonya Martin



In the heart of University Village stands a figure near-synonymous with community spirit and real estate expertise: Cory Tanzer. Affectionately dubbed “the ‘Mayor’ of University Village,” Cory has not only dominated the local real estate market there, but he has also woven himself into the fabric of the community through his extensive involvement in bringing the neighborhood closer together.

“I love the University Village area, and I want others to love it too,” Cory shares. “Selling homes here just further enables me to build a greater community. And the community events [we host] help to make the quality of life for my neighbors better.”

Cory grew up in the Elmhurst and Villa Park area, where he was instilled with the importance of community. His father, a second-generation printer turned real estate investor and business consultant, alongside his mother, a dedicated homemaker, shaped Cory’s early understanding of generosity and community service. “You are not living unless you’re giving,” his father would often say—a mantra that Cory carries with him to this day.

“My parents volunteered throughout the year, but would also always make food baskets, as well as donations, for others in need around the holidays. They showed me the importance of family and community and how they are connected to each other,” he explains.

After graduating from Elmhurst College with a degree



in business and marketing, Cory embarked on a fifteen-year career in retail management, overseeing multiple Target stores as a district manager. However, a yearning for a better work-life balance and a desire to make a more direct impact in his community led him to a crossroads.

“The defining moment and path came when I realized I could help others by working in real estate, and that it would allow me the flexibility to make my community better too,” explains Cory. “I also wanted to start a family and to be able to be there for my family at important events.”

As it happened, Cory’s in-laws were the principal owners of Option Realty

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Group in Naperville at that time. He joined their firm in 2015 with the intent of bringing it downtown. His vision was clear: to serve his community, help others build wealth through real estate, and enhance the quality of life in his neighborhood. But Cory had to start from scratch. He methodically built his brand, Cory Tanzer and Option Realty Group, step-by-step, following a meticulous five-year business plan.

“I learned from others in the industry, too,” Cory notes. “Without



the help of Nick Nastos at the SEVENTY7 GROUP, I would not be where I am today. Nick had too many leads on his hands for rentals and sales and offered me a chance to take them while paying him a referral fee. Luckily for me, no one on his team wanted the University Village area.”

Cory took the leads and ran. He started by renting about ten apartments per month. By 2017, he was doubling his business and adding agents to the Cory Tanzer Group. And

by the end of 2023, of all the homes sold, the team had a 41 percent market share in the University Village area.

Cory’s team has been integral to his success. They are: Drew Stoffer, the organization king, University Village expert, and managing broker for Option Realty Group; Serena Phillips, the South Loop specialist for listings and buyers; Rick Coppola, buyer’s agent and UV expert; and Cynthia Covian-Hernandez, the mastermind behind their community

Cory and his team at the UIC’s Physical Education Building hosting this year’s kids egg hunt.





Cory, Sara (wife), and Theo (son) with Minnie Mouse enjoying Disneyland.



Cory and his son at a kids club book exchange.

events and a buyer's agent for the team, form the core of his team. Each person on Cory's team has not only lived in the University Village area at one point, but they also own property and invest there too.

"I may be the 'Mayor' of University Village, but they are my helpers that make me successful—they 'keep the lights on, and the streets paved and plowed in the winter,' as it were. Our vision is to expand and add great agents who are neighborhood experts in their area [of knowledge]. What's most important to me is that we continue to expand our community impact."

Cory's approach to real estate is deeply intertwined with his commitment to community building. He believes University Village, where he lives and works, is a true hidden gem, and he deeply believes in making it the best place to live in Chicago and Illinois. "I want my neighbors to not only know me but know each other. It's why I post my weekly *Won't You Be My Neighbor?* video on social media. It helps us all connect. Few things are more fun than to walk through the neighborhood on a lovely day, know the neighbors I meet,

and have one that was on my vlog tell me it helped them to grow their business and know more neighbors." Cory also enjoys organizing monthly movies, community clean-ups, ice cream truck events, spring holiday egg hunts, book exchanges, and fall festivals for the entire community.

Cory's life outside of his professional and community roles is filled with simple joys. He treasures moments spent with his wife, Sara, and their son, Theo, enjoying family game nights, reading together, and planning trips to amusement parks. Cory also enjoys taking strolls through the city (he doesn't own a car but walks everywhere); listening to his favorite band, the Foo Fighters; and watching his top three favorite childhood movies—*Back to the Future Part II*, *Jurassic Park*, and *Independence Day* starring Will Smith—every

month, which help him remember his childhood and the good times he had with his parents.

And like Cory's family did as he was growing up, Cory, Sara, and Theo enjoy giving back to others, together, as a family. In Cory's eyes, his clients and community have become an extension of his family.

"I feel like I have the largest family in the world thanks to my clients accepting me and my family into their lives. As an adopted and only child, this is the most fulfilling thing for me. We send out over 1,000 holiday cards to our extended family every year!" he exclaims.

As the self-made "Mayor" of University Village, Cory sets an inspiring example of how business success and community spirit can go hand-in-hand, creating a legacy that transcends property sales and delves deep into the heart of what it means to live like a community.



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Quick Guide to Short Form Content

By Travis Heberling

The 2 things you need to do in 2024 to shine.

01.

Entertain

After a long day, your possible viewers don't want to be sold to, they want to zone out and laugh. When you post, you should be adding value to that viewers life. One of the ways to do this is by entertaining the viewer. A funny TikTok Dance is fine, but what is even better is if you can find ways to promote your service while still entertaining. It's a WIN-WIN.



02. Educate

Not everyone logs into social media for a laugh. Sometimes they want to learn something. Be a thought leader in your industry by providing knowledge that your potential client is looking for. Provide them with anywhere-anytime learning.



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The Perfect Fit

“The relationships we have built with our referral partners and clients is something I am very proud of,” says Emma Butler, senior vice president of mortgage lending with the Emma Butler Group at Neighborhood Loans in Chicago. “There is not one person I work with that I wouldn’t love to enjoy a meal with. When you have accomplished that in your business, it’s no longer work. It’s just what you do.”

When Emma moved to Chicago from Ireland in 2003, she was searching for adventure. She was drawn to Chicago for the excitement and possibilities it offered. Early on she worked

more efficient, but online banking has made getting a mortgage feel more like a cold transaction that’s only about comparing numbers. Yet one thing has remained the same: to be successful, a mortgage broker must build and maintain strong personal relationships.

“People work with people who they like and who they trust will do a good job,” says Emma. “I have been told by clients that I am easygoing and approachable. Making clients feel more relaxed and open helps greatly, especially when dealing with first-time home buyers.”

Emma’s strong and honed business skillset has proven why she’s a perfect fit for her role, too. With her innate

THE EMMA BUTLER GROUP

partner spotlight
By Lauren Young
Photos by Sonya Martin

AT NEIGHBORHOOD LOANS

in both the computer science and hospitality industries. A few years later, she was introduced to the mortgage industry, and this unexpected career change would prove pivotal in her career.

“I was introduced to a top-producing lending officer and thought, ‘This might be a way to merge my two interests, numbers and personal relationships, into a career,’” she explains. “This industry found me more than I found it. I think that’s true for most people who end up getting into the mortgage industry—it’s not really planned. Then, if they are like me, they get hooked and can never leave,” she says with a smile.

In the nearly twenty years since she began her career, Emma has seen the many changes that have occurred in the industry. Improvements in technology and tactics have certainly made processes easier and

talent for numbers, problem-solving, and ability to retain details, it probably isn’t surprising to learn that Emma enjoys structuring complex loans. These skills, combined with her warm personality, ability to connect with people, and trustworthiness, are some of the reasons why her clients love working with her.

“If you love what you do and have a passion for it, it shines through and is evident in your interactions with clients and business partners,” says Emma. And she says of the market and industry, “There remains a significant segment of clients who appreciate the value of a loan officer beyond the bottom line.”

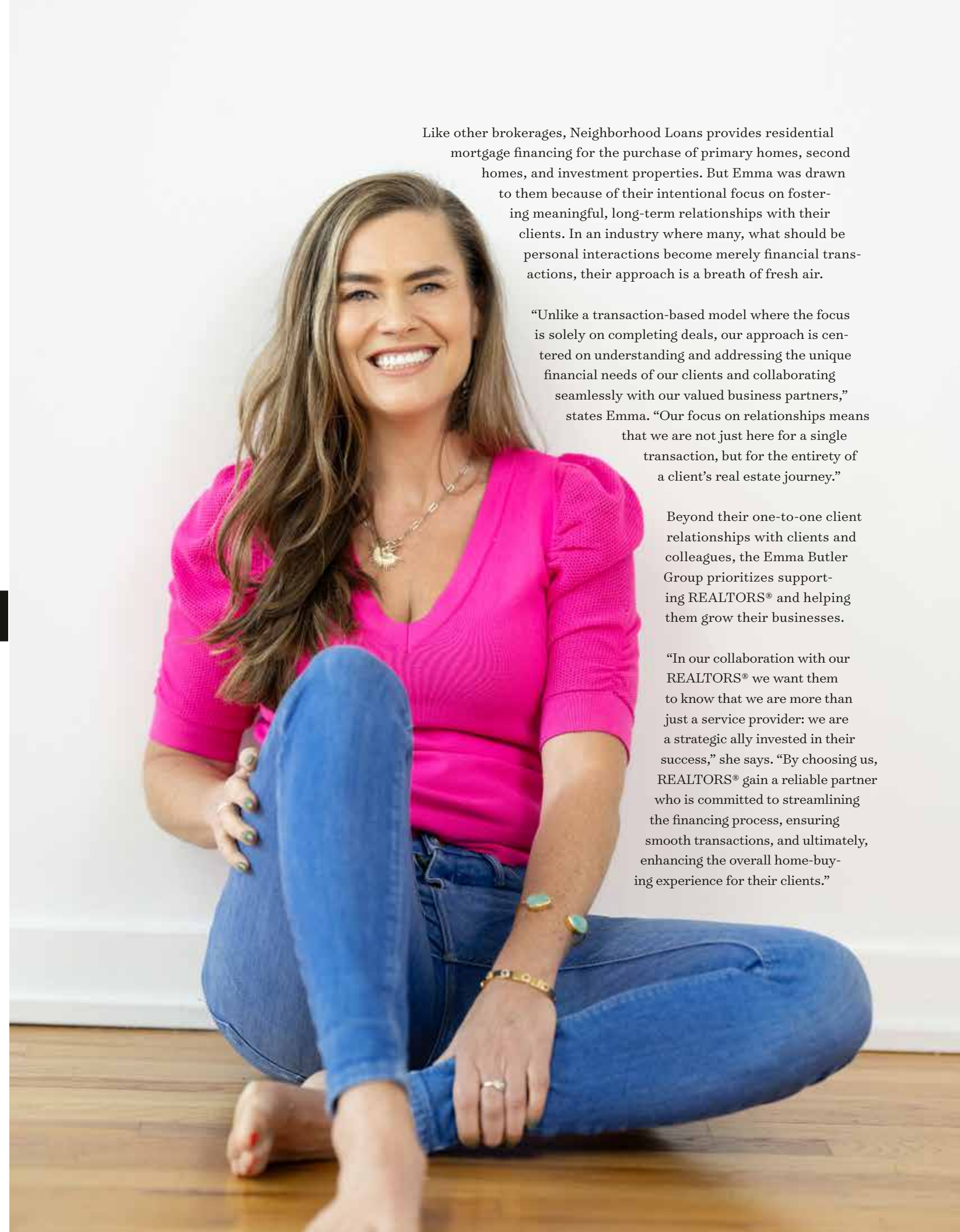
Since joining Neighborhood Loans in 2018, Emma has seen her business grow significantly “and for the better,” she says. “Thanks to the support and guidance from the owners, Tony Ameti and Reno Manuele, and my manager, Dwight Marroquin, I was able to lay a new foundation for my business and see real growth. They are amazing.”

Like other brokerages, Neighborhood Loans provides residential mortgage financing for the purchase of primary homes, second homes, and investment properties. But Emma was drawn to them because of their intentional focus on fostering meaningful, long-term relationships with their clients. In an industry where many, what should be personal interactions become merely financial transactions, their approach is a breath of fresh air.

“Unlike a transaction-based model where the focus is solely on completing deals, our approach is centered on understanding and addressing the unique financial needs of our clients and collaborating seamlessly with our valued business partners,” states Emma. “Our focus on relationships means that we are not just here for a single transaction, but for the entirety of a client’s real estate journey.”

Beyond their one-to-one client relationships with clients and colleagues, the Emma Butler Group prioritizes supporting REALTORS® and helping them grow their businesses.

“In our collaboration with our REALTORS® we want them to know that we are more than just a service provider: we are a strategic ally invested in their success,” she says. “By choosing us, REALTORS® gain a reliable partner who is committed to streamlining the financing process, ensuring smooth transactions, and ultimately, enhancing the overall home-buying experience for their clients.”





IN OUR COLLABORATION WITH OUR REALTORS® WE WANT THEM TO KNOW THAT WE ARE MORE THAN JUST A SERVICE PROVIDER: WE ARE A STRATEGICALLY INVESTED IN THEIR SUCCESS.



In her downtime, Emma enjoys cooking and hosting parties, but she loves to travel and does so frequently, especially to Ireland where she is from and many of her family members still reside. Emma has found great fulfillment in her life and in her chosen profession thanks to her dedication and love of establishing great, lasting relationships.

“My team and I believe that success is not just measured in numbers but in the strength of the connections we build,” says Emma. “By intentionally choosing a relationship-driven approach, we create a synergy that goes beyond business. We foster trust and collaboration that extends far beyond the closing table.”

To reach Emma and to learn more about the services the Emma Butler Group at Neighborhood Loans provides their clients, visit their website www.butlergrouploans.com or call 312-208-3987.

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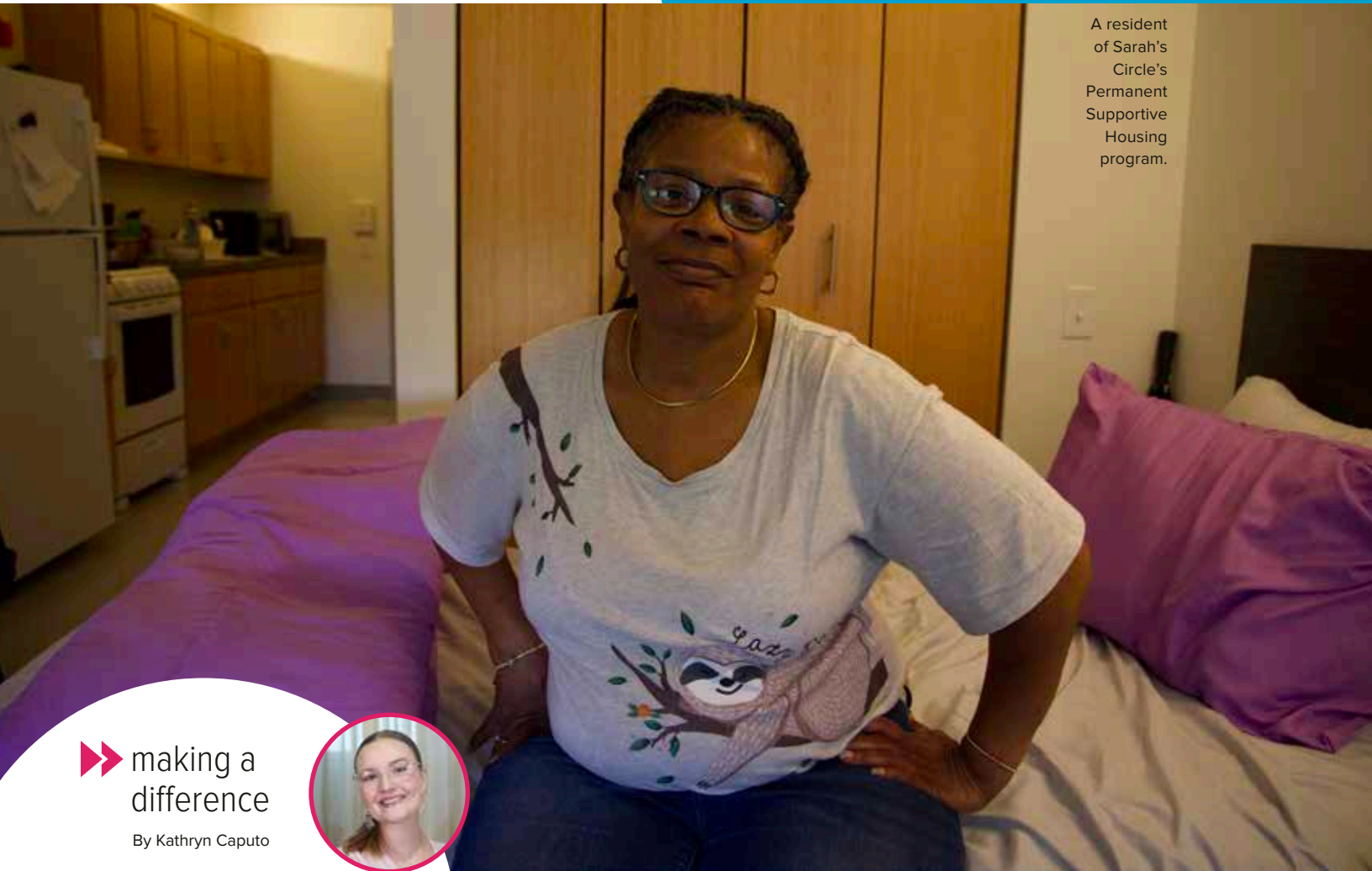
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Sarah's Circle



A resident of Sarah's Circle's Permanent Supportive Housing program.

▶ making a difference

By Kathryn Caputo



Ending Homelessness for Women

On any given night there are over 2,000 women experiencing homelessness in Chicago. Many of these women face extreme challenges, including unsafe sleeping conditions, limited food and water, inadequate access to sanitary bathroom and shower facilities, violence, and insufficient medical care. Sarah's Circle exists to provide gender-sensitive and trauma-informed services to end this crisis, and to create a safe and secure home for each of these women.

Founded in 1979 during a time when women's homelessness was not the recognized issue it is today, three concerned women rented an apartment and opened a safe space for women in Chicago who were in need. To accommodate the growing necessity to address homelessness for women in the community, the agency has expanded significantly over the years.

Today, Sarah's Circle operates:

- A Daytime Support Center, where any single, unaccompanied woman experiencing or is at-risk of homelessness can receive two daily meals; take

a shower; use laundry facilities, phones, and computers; and receive case management support.

- A fifty-bed Interim Housing Program that provides temporary shelter, three daily meals, activities, transportation, and case management support.
- A Rapid Rehousing Program, which provides a temporary rental subsidy and case management support.

And 113 fully furnished Permanent Supportive Housing units that include rental subsidies and case management support.

These programs and resources provide a full continuum of services that help women permanently end their homelessness. In 2023, Sarah's Circle not only assisted over 694 women in need, but also helped 140 of those women become safely and permanently housed.

Sarah's Circle believes that the problem of homelessness is solvable, and the organization utilizes the Housing First model¹. That is, when a woman has the stability of a safe and secure home that she can call her own, she can then work toward addressing, and permanently ending, her homelessness. When she has a bed to sleep in at night, warm meals to eat, and a sense of community, she can direct her attention toward seeking medical care, overcoming trauma and/or addiction, and finding employment. Sarah's Circle supports women every step of the way toward ending their homelessness by offering case management, services that meet basic needs, and educational and general-interest programming.

The need for these services is great. There is a notable shortage of affordable housing across the

city of Chicago and the nation. According to the National Low Income Housing Coalition, Illinois lacks 293,354 rental homes that are affordable and available for extremely low-income renters². And in its 2023 report, the Chicago Coalition for the Homeless estimates 68,440 people are experiencing homelessness in the city, and that single, unaccompanied women are among the most vulnerable³.

To keep up with this ever-growing need in Chicago, Sarah's Circle continues to expand its facilities. Last spring, the organization broke ground on its third building, Sarah's on Lakeside. Set to be completed in fall of 2024, this building will have twenty-eight fully furnished studio apartments that will serve as Permanent Supportive Housing units for women experiencing homelessness. It will also house additional program space, a demonstration kitchen, and administrative offices. When it is completed, Sarah's Circle will have a total of 141 apartments, which will allow them to provide safe and permanent housing for this number of women at any given time.



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A rendering of Sarah's on Lakeside, to be completed fall 2024.



There are many ways to get involved with Sarah's Circle:

- Make a meaningful impact through leadership opportunities, advocacy, and fundraising through their Impact Board, comprised of seasoned professionals, or their Associates Board, comprised of young professionals.
- Make an in-kind donation of needed items through their Online Registry, or support their food program by assembling sack lunches or cooking and serving a meal to their clients.
- Attend one or more of their fundraising events, such as Winter Walk: A Mile in Her Shoes, which takes place every February.
- Become a Sarah's Sustainer by setting up a monthly donation plan.
- Subscribe to their monthly newsletter.

To learn more about the services Sarah's Circle provides and how you can get involved, please visit their website, <https://sarahs-circle.org>; call 773-728-1014; and follow them on Facebook, Instagram, and LinkedIn.

About the Author:

Kathryn Caputo is a Development Associate at Sarah's Circle and a graduate student at Loyola University Chicago. She is passionate about increasing community engagement and awareness around social issues such as homelessness through advocacy and storytelling.

1. "Housing First," Resources Overview, National Alliance to End Homelessness, updated August 2022, <https://endhomelessness.org/resource/housing-first/>.
2. "Housing Needs by State/Illinois," National Low Income Housing Coalition, accessed February 14, 2024, <https://nlihc.org/housing-needs-by-state/illinois>.
3. "Estimate of People Experiencing Homelessness in Chicago 2023 Report," Chicago Coalition for the Homeless, accessed February 14, 2024, <https://www.chicagohomeless.org/estimate/>.

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▶ agent feature

By Chris Menezes
Photos by Caleb Pickman

Andrew CASTILLON

FULFILLING HIS DESTINY

In many ways, Andrew Castillon was destined for real estate. While he didn't go directly into the industry—spending several years climbing the corporate ladder—some early indicators pointed to this career.

“When my father got the Sunday paper, he'd always take the Front Page and Sports sections, my mother took the weekly sales, my sister would grab the Comics, and I would grab the Real Estate/Homes for Sale section,” Andrew shares.

With a crisp Homes for Sale section of the newspaper firmly in his grasp, young Andrew would circle the houses he liked the most, get on his bike, and set out on his own Sunday home tour. “My favorite thing to do was to walk through new construction sites afterhours; take in the scents of lumber, paint, and new carpet; and visualize what they would become. It all fascinated me,” Andrew recalls. So much so, he would later take residential architecture and drafting classes in high school and even win multiple statewide competitions.

Not only did self-motivated Andrew plan his own home tours from the Sunday newspaper, but he also got his first taste of sales when he entered and won the annual magazine sales drive at his middle school. He spent an entire weekend walking the subdivisions of his Michigan neighborhood alone, knocking on every door and giving his sales pitch to



complete strangers, doing whatever it took to win. “I came up with a plan, stepped outside my comfort zone, executed, and achieved,” he says.

And that’s how Andrew has attacked every opportunity since then, even when there wasn’t one. For example, when he graduated from Michigan State University with a degree in pre-med human biology, a field that he didn’t feel right about pursuing, it was during one of the worst job markets of all time (2008). While most of his friends were moving back home to wait for the job market to improve, Andrew decided to move to Chicago and start building a life for himself.

With his minor in business management and marketing, Andrew landed a job with a startup company, working in logistics and supply chain management. Starting out as an entry-level sales rep, he worked his way up to senior sales rep, then regional sales manager, and finally to director of sales. Thrust into this fast-paced, high-energy environment, Andrew fell in love with the quick

sales cycle and the ability to sit in front of C-level executives, land large accounts, and mentor others.

“I worked on branching out divisions of the company, and I created international divisions that soon became large and profitable. However, when the company went public then merged with another competitor, compensation packages were layered with shades of grey, as is common with large mergers and acquisitions,” explains Andrew.

Becoming more and more discontent with the corporate world, Andrew began to see real estate as an industry with unlimited potential. In it he saw more opportunity, longevity, and happiness. While it wasn’t an easy decision, in March of 2018, he left his six-figure salary with benefits for a career that promised nothing, but would ultimately tell him his value according to how much he put into it. Because of that fact, Andrew wasn’t afraid.

That’s not to say he didn’t encounter his share of challenges. In fact, Andrew didn’t even have a car



“
I believe we are headed to a future where strong client-REALTOR® relationships will be the heavy focus, and I plan to continue to excel at both.
”

when he started in real estate. “I used to Uber clients around until I was able to save enough money to purchase my first car. That’s how bad I wanted it,” Andrew emphasizes. “I also quickly learned how to effectively vet and qualify clients because I had that transportation cost variable to cover—if I couldn’t do my job well and make sure clients saw their best options, I was going to lose money.”

Andrew has built his business on organic relationships—nearly 100 percent of his business comes from his friends, family, network, and referrals. “I value getting to know my clients from the initial introduction through to closing and long after,” he says.

“While I’ve only been in this industry seven years, I’ve seen it change rapidly, and there’s even more change on the horizon. While experience will always come first, I believe we are headed to a future where strong client-REALTOR® relationships will be the heavy focus, and I plan to continue to excel at both,” he continues.

Just this past year, Andrew took another leap of faith: he left his team to go out on his own with Compass. It paid off. He’s had one

of the best years of his career, strictly from a units and volume standpoint. This recent success, he says, leaves him extremely humbled. “From day one, I’ve always believed in the saying, ‘growth through gratitude,’ and that will always be something that’s engrained into my practice, as will always remembering where I came from,” Andrew expresses.

True to form, Andrew is perusing new goals and taking another leap of faith: he will be expanding his business into Michigan this year alongside Compass. Andrew enjoys being able to spend time in his home state, where he can visit his family and spend summers at their cottage on Torch Lake. He also enjoys health and wellness, and starts his day by working out, which he calls his “morning meditation.” Among his favorite hobbies and interests, however, are architecture, design, food, wine, and travel. Andrew plans to support more charitable organizations in the future, but his heart will always sit close to the Illinois Chapter of the Alzheimer’s Association.

As Andrew continues to live out his true destiny, having upgraded from bike and Uber tours to running a well-oiled real estate referral machine, there is little doubt that he will see much more success in the years to come.

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"Since I have started to use Achosa Home Warranty I have received glowing reviews from a few of my clients who actually used the warranty. My clients rave about how great Achosa has been to work with and how quick and efficient their claims process has been. I love when my clients thank me for the closing gift I provided them as it continues to add value post closing for my people. The Home Warranty really sweetened the deal with their dream home and provided peace of mind. I would 10/10 recommend Achosa Home Warranty and Kim to everyone!"

-Alex Wolking, Keller Williams
Chicago ONE

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Kimberly Bisailon
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Kate Waddell

cover rewind

Photos by Alina Tsvor

APRIL 2019

CHARTING HER PATH

...While visualizing your dreams and watching them come true sounds rather magical, there is nothing magical about what Kate has been able to accomplish in real estate—it took a lot of good ol' fashioned hard work. "There is no secret. I show up, work hard, do what I say I will, and make exceeding expectations my passion. I never dreamt of success. I worked for it," she says.

"I am really enjoying seeing my team succeed. Together, we create some amazing experiences for our clients, and we are always here to support each other, cheer each other on, celebrate each other's successes, and talk through each other's failures and misses. We are in it to win it, together, and in a way that I've never seen a team operate. We are unique in that way—we all want each other to succeed. In fact, it gives me far more pleasure to watch the three of them succeed than to see my own success. It is incredibly rewarding for me to watch these women grow and turn their passions into careers," says Kate.

Kate would like to be remembered for treating people better than they ever expected. "I'm all about the person, never the deal," she says...



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John Israel
AKA Mr. Thank You



Author and speaker, John Israel, AKA Mr. Thank You, will share his insights on creating unreasonable loyalty with clients, teams, and VIPs who wouldn't even THINK of working with anyone but you!

This spring, Real Producers is uniting all Chicagoland RP publications for one big event designed to help you create unreasonable loyalty by discovering the natural innate needs that move customers to take action. And that's not all—an RP social with food and drinks will follow, giving you the perfect opportunity to network and connect with like-minded professionals across all three Chicagoland RP platforms.

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Private Event for Real Producers and Preferred Partners only

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SCAN
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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Mark	Icuss	7	\$16,778,474	3	\$13,288,945	10	\$30,067,419
2	Carrie	McCormick	12	\$17,025,000	4	\$10,348,000	16	\$27,373,000
3	Jeffrey	Lowe	15	\$14,881,250	8	\$10,820,750	23	\$25,702,000
4	Timothy	Sheahan	6.5	\$16,856,024	5	\$7,150,657	11.5	\$24,006,681
5	Matt	Laricy	18	\$6,419,000	31	\$14,421,000	49	\$20,840,000
6	Alexandre	Stoykov	2.5	\$2,444,100	31	\$14,223,584	33.5	\$16,667,684
7	Emily	Sachs Wong	5.5	\$7,018,249	4.5	\$8,376,000	10	\$15,394,249
8	Leigh	Marcus	13	\$8,183,675	11	\$6,959,500	24	\$15,143,175
9	Grigory	Pekarsky	4	\$2,790,000	28.5	\$11,613,000	32.5	\$14,403,000
10	Chezi	Rafaelli	5	\$6,663,000	4	\$6,516,000	9	\$13,179,000
11	Philip	Skowron	2	\$4,975,000	2	\$7,325,428	4	\$12,300,428
12	Azeem	Khan	2	\$6,992,000	1	\$3,062,000	3	\$10,054,000
13	Jennifer	Mills	2	\$9,999,900	0	\$0	2	\$9,999,900
14	Benyamin	Lalez	4.5	\$2,817,500	16	\$7,037,400	20.5	\$9,854,900
15	Alex	Wolking	4	\$3,246,000	3	\$5,100,000	7	\$8,346,000
16	Jill	Silverstein	5	\$4,132,500	4	\$4,050,000	9	\$8,182,500
17	Kathleen	Malone	4	\$5,860,500	3	\$1,945,000	7	\$7,805,500
18	Michael	Horwitz	0.5	\$159,500	11	\$7,612,250	11.5	\$7,771,750
19	Stacey	Dombar	8	\$3,737,250	2	\$3,950,000	10	\$7,687,250
20	Jason	O'Beirne	9	\$7,196,850	1	\$201,000	10	\$7,397,850
21	Linda	Levin	5	\$7,357,995	0	\$0	5	\$7,357,995
22	Steve	Dombar	2	\$715,500	6	\$6,588,000	8	\$7,303,500
23	Susan	Miner	1.5	\$1,725,000	2	\$5,449,000	3.5	\$7,174,000
24	Nicholas	Colagiovanni	2	\$2,025,000	3	\$4,894,825	5	\$6,919,825
25	Stefanie	Lavelle	4	\$6,088,000	1	\$700,000	5	\$6,788,000
26	Ali	Bakir	0	\$0	2	\$6,650,000	2	\$6,650,000
27	William	Goldberg	5	\$4,221,000	2	\$2,220,000	7	\$6,441,000
28	Millie	Rosenbloom	3	\$6,040,500	1	\$378,000	4	\$6,418,500
29	Darrell	Scott	3	\$1,956,500	8	\$4,440,000	11	\$6,396,500
30	Brad	Lippitz	6.5	\$4,996,500	3	\$1,239,000	9.5	\$6,235,500
31	Ryan	Preuett	1.5	\$3,267,500	1	\$2,949,000	2.5	\$6,216,500
32	Nicholaos	Voutsinas	2	\$1,043,000	6	\$5,158,000	8	\$6,201,000
33	Daniel	Close	2	\$3,700,000	4	\$2,038,250	6	\$5,738,250
34	Meladee	Hughes	1	\$5,650,000	0	\$0	1	\$5,650,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	0	\$0	8	\$5,524,988	8	\$5,524,988
36	Mario	Greco	8.5	\$3,715,600	3	\$1,773,750	11.5	\$5,489,350
37	Joanne	Nemerovski	5	\$4,625,000	1	\$840,000	6	\$5,465,000
38	Boris	Lehtman	3	\$3,290,000	2.5	\$2,079,450	5.5	\$5,369,450
39	Beata	Gaska	4	\$4,386,500	1	\$670,000	5	\$5,056,500
40	Michael	Rosenblum	4	\$4,056,000	1	\$800,000	5	\$4,856,000
41	Bradley	Brondyke	2.5	\$4,842,500	0	\$0	2.5	\$4,842,500
42	Eugene	Fu	0.5	\$450,000	7	\$4,343,750	7.5	\$4,793,750
43	Matthew	Shrake	0	\$0	4	\$4,785,000	4	\$4,785,000
44	Timothy	Salm	1.5	\$4,775,000	0	\$0	1.5	\$4,775,000
45	Owen	Duffy	5.5	\$3,238,500	2	\$1,493,000	7.5	\$4,731,500
46	Julie	Busby	4	\$1,997,500	6	\$2,700,000	10	\$4,697,500
47	Suzanne	Gignilliat	2.5	\$3,467,250	1	\$1,230,000	3.5	\$4,697,250
48	Sara	Zamora	1	\$342,500	1	\$4,250,000	2	\$4,592,500
49	Sherri	Hoke	3	\$4,580,000	0	\$0	3	\$4,580,000
50	Phyllis	Smith	3	\$2,207,500	4	\$2,367,500	7	\$4,575,000

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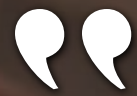


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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cara	Buffa	1	\$4,200,000	1	\$307,500	2	\$4,507,500
52	Janet	Owen	0	\$0	1	\$4,500,000	1	\$4,500,000
53	Karolina	Suszynski	2	\$4,475,000	0	\$0	2	\$4,475,000
54	Martha	Lozano	4	\$1,905,000	7	\$2,569,000	11	\$4,474,000
55	Katharine	Waddell	2.5	\$1,587,000	3.5	\$2,840,000	6	\$4,427,000
56	Karen	Biazar	4.5	\$2,800,122	4.5	\$1,610,500	9	\$4,410,622
57	Mike	Larson	0	\$0	2	\$4,331,668	2	\$4,331,668
58	Rubina	Bokhari	0	\$0	2	\$4,326,350	2	\$4,326,350
59	Elizabeth	Lothamer	0	\$0	5	\$4,318,000	5	\$4,318,000
60	Ivona	Kutermankiewicz	4	\$4,289,900	0	\$0	4	\$4,289,900
61	James	D'Astice	0.5	\$165,000	8	\$4,112,800	8.5	\$4,277,800
62	Molly	Sundby	5	\$4,262,000	0	\$0	5	\$4,262,000
63	Deborah	Gross	0	\$0	1	\$4,200,000	1	\$4,200,000
64	Colin	Hebson	2.5	\$2,087,500	2	\$2,017,352	4.5	\$4,104,852
65	Danielle	Dowell	3	\$2,281,200	3	\$1,802,000	6	\$4,083,200
66	Nick	Kluding	1	\$975,000	4	\$3,099,500	5	\$4,074,500
67	Lauren	Mitrick Wood	1	\$457,000	7	\$3,592,300	8	\$4,049,300
68	Michael	Shenfeld	2	\$4,038,000	0	\$0	2	\$4,038,000
69	Marianne	Colon	0	\$0	1	\$3,930,000	1	\$3,930,000
70	Jacob	Tasharski	1	\$600,000	1	\$3,325,000	2	\$3,925,000
71	Lisa	Reznick	1.5	\$3,380,000	1	\$465,000	2.5	\$3,845,000
72	Margaret	Baczkowski	3.5	\$3,146,250	1	\$660,000	4.5	\$3,806,250
73	Pamela	Rueve	3	\$2,007,500	3	\$1,725,000	6	\$3,732,500
74	Hayley	Westhoff	2	\$1,275,500	4	\$2,430,000	6	\$3,705,500
75	Lisa	Miceli	0	\$0	2	\$3,700,000	2	\$3,700,000
76	Dawn	McKenna	0.5	\$165,000	5	\$3,530,000	5.5	\$3,695,000
77	Anthony	Zaskowski	3	\$1,726,000	5	\$1,911,000	8	\$3,637,000
78	Leslie	Glazier	2	\$2,195,000	2	\$1,407,500	4	\$3,602,500
79	Rachel	Krueger	2	\$2,819,000	1	\$765,000	3	\$3,584,000
80	Kathryn	Barry	2	\$1,435,000	4	\$2,030,000	6	\$3,465,000
81	Lance	Kirshner	1.5	\$462,500	3.5	\$2,954,750	5	\$3,417,250
82	Adam	Zenullahi	2	\$488,000	7	\$2,924,500	9	\$3,412,500
83	Ioannis	Floros	1.5	\$640,000	5	\$2,754,000	6.5	\$3,394,000
84	Debra	Dobbs	2	\$1,535,000	1	\$1,850,000	3	\$3,385,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Kathleen	Ullo	4	\$3,344,500	0	\$0	4	\$3,344,500
86	Melissa	Siegal	1.5	\$946,250	2.5	\$2,389,500	4	\$3,335,750
87	Aaron	Sklar	1.5	\$1,655,000	1.5	\$1,655,000	3	\$3,310,000
88	Noah	Birk	1.5	\$1,655,000	1.5	\$1,655,000	3	\$3,310,000
89	Jesus	Rojas	2	\$685,000	8	\$2,587,000	10	\$3,272,000
90	Marlene	Rubenstein	0.5	\$372,500	4	\$2,884,000	4.5	\$3,256,500
91	Annie	Flanagan	0	\$0	1	\$3,250,000	1	\$3,250,000
92	Sophia	Klopas	1.5	\$566,250	5	\$2,675,300	6.5	\$3,241,550
93	Mariah	Dell	2.5	\$1,627,500	2	\$1,600,000	4.5	\$3,227,500
94	Cory	Green	0	\$0	1	\$3,220,000	1	\$3,220,000
95	Pasquale	Recchia	4	\$2,254,000	2	\$930,707	6	\$3,184,707
96	Melanie	Giglio	0	\$0	6	\$3,179,500	6	\$3,179,500
97	Brian	Connolly	4	\$3,153,000	0	\$0	4	\$3,153,000
98	Whitney	Wang	0	\$0	6	\$3,152,600	6	\$3,152,600
99	Brian	Moon	3	\$1,675,872	1.5	\$1,464,500	4.5	\$3,140,372
100	Pablo	Galarza	7	\$2,296,900	2	\$830,000	9	\$3,126,900

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Danelle	Antipov	0	\$0	1	\$3,099,000	1	\$3,099,000
102	Samuel	Kahn	0.5	\$1,315,000	2	\$1,780,000	2.5	\$3,095,000
103	Tiffany	Vondran	2	\$671,000	5	\$2,418,000	7	\$3,089,000
104	Keith	Brand	3	\$2,280,000	3	\$770,000	6	\$3,050,000
105	Ledio	Samarxhiu	2	\$3,012,000	0	\$0	2	\$3,012,000
106	Ryan	Casper	2.5	\$1,816,000	1	\$1,144,500	3.5	\$2,960,500
107	Leopoldo	Gutierrez	2	\$436,700	6	\$2,515,500	8	\$2,952,200
108	Ken	Jungwirth	1	\$300,500	1	\$2,650,000	2	\$2,950,500
109	Lucy	Antanovich	2	\$1,875,000	1	\$1,075,000	3	\$2,950,000
110	Bleusette	Randall	1	\$1,255,000	2	\$1,641,000	3	\$2,896,000
111	Michael	Olszewski	18	\$2,880,100	0	\$0	18	\$2,880,100
112	John	Federici	2	\$738,100	2	\$2,129,000	4	\$2,867,100
113	Thomas	Moran	1	\$1,430,000	1	\$1,430,000	2	\$2,860,000
114	Michael	Endre	0	\$0	1	\$2,850,000	1	\$2,850,000
115	Salvador	Gonzalez	2	\$915,000	7	\$1,918,500	9	\$2,833,500
116	Myroslava	Dysko	3	\$1,919,000	4	\$870,500	7	\$2,789,500
117	George	Furla	0	\$0	1	\$2,775,000	1	\$2,775,000
118	Ian	Schwartz	2	\$1,581,000	1	\$1,175,000	3	\$2,756,000
119	Elizabeth	Gantz	1	\$2,750,000	0	\$0	1	\$2,750,000
120	Eric	Casper	2	\$500,000	2	\$2,249,000	4	\$2,749,000
121	Anthony	Disano	14.5	\$2,712,975	1	\$32,000	15.5	\$2,744,975
122	Michael	Saladino	4.5	\$472,500	5	\$2,265,000	9.5	\$2,737,500
123	Evan	Peng	1	\$649,000	3	\$2,085,000	4	\$2,734,000
124	Cornelis	Hoogstraten	0	\$0	4	\$2,733,500	4	\$2,733,500
125	Rafay	Qamar	8	\$1,982,000	4	\$744,500	12	\$2,726,500
126	Katherine	Karvelas	0	\$0	1	\$2,700,000	1	\$2,700,000
127	Patrick	Shino	3	\$1,274,500	4	\$1,397,000	7	\$2,671,500
128	Stephanie	Miller	1	\$841,500	3	\$1,810,000	4	\$2,651,500
129	Gregory	Desmond	2	\$1,027,000	2	\$1,607,000	4	\$2,634,000
130	Eugene	Biondi	0	\$0	1	\$2,630,000	1	\$2,630,000
131	Susie	Pearson	0	\$0	1	\$2,630,000	1	\$2,630,000
132	Kathryn	Schrage	2	\$1,284,900	2	\$1,345,000	4	\$2,629,900
133	Craig	Fallico	5	\$2,232,500	1	\$395,000	6	\$2,627,500
134	Meghan	Luffred	0	\$0	1.5	\$2,612,500	1.5	\$2,612,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Grace	Sergio	1	\$2,300,000	0.5	\$312,500	1.5	\$2,612,500
136	Meredith	Beebe	0.5	\$1,610,000	2	\$990,000	2.5	\$2,600,000
137	Zev	Salomon	0	\$0	2	\$2,600,000	2	\$2,600,000
138	Mark	Keppy	1	\$2,575,000	0	\$0	1	\$2,575,000
139	Justin	Lucas	0.5	\$975,000	2	\$1,592,500	2.5	\$2,567,500
140	Staci	Slattery	4	\$2,532,622	0	\$0	4	\$2,532,622
141	Greg	Whelan	0	\$0	6	\$2,516,000	6	\$2,516,000
142	Sean	Glascott	1	\$1,900,000	1	\$600,000	2	\$2,500,000
143	Kevin	Hinton	0.5	\$145,500	3	\$2,353,000	3.5	\$2,498,500
144	Colleen	Vihtelic	1	\$590,000	1	\$1,900,000	2	\$2,490,000
145	Joelle	Cachey Hayes	1.5	\$2,488,125	0	\$0	1.5	\$2,488,125
146	Bari	Levine	3.5	\$1,669,375	1	\$811,500	4.5	\$2,480,875
147	Tiffeny	Meyers	0	\$0	8.5	\$2,468,700	8.5	\$2,468,700
148	Bryan	Eugenio	1	\$205,000	3	\$2,241,000	4	\$2,446,000
149	Steven	Powers	3	\$1,360,000	1	\$1,060,000	4	\$2,420,000
150	Eva	Diaz	4	\$1,509,000	3	\$905,000	7	\$2,414,000

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TOP 250 STANDINGS

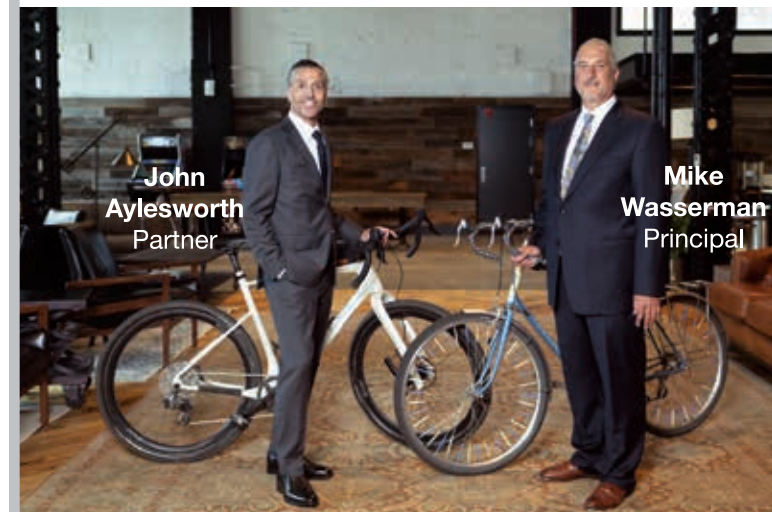
Teams and individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Katarina	Savic	1	\$2,400,000	0	\$0	1	\$2,400,000
152	Stephen	Hnatow	0.5	\$975,000	1	\$1,400,000	1.5	\$2,375,000
153	Kate	Gaffey	0	\$0	3	\$2,369,000	3	\$2,369,000
154	Jeffrey	Herbert	0	\$0	4	\$2,362,500	4	\$2,362,500
155	Michele	Gubser	1	\$280,000	2	\$2,075,500	3	\$2,355,500
156	Caroline	Moellering	2	\$483,000	3	\$1,867,000	5	\$2,350,000
157	Mushir	Owaynat	1	\$1,060,000	2	\$1,280,000	3	\$2,340,000
158	Camille	Canales	1	\$510,000	4	\$1,815,000	5	\$2,325,000
159	Kimber	Galvin	2	\$975,250	2	\$1,325,000	4	\$2,300,250
160	Stephanie	Loverde	1	\$645,000	4	\$1,648,000	5	\$2,293,000
161	Dennis	Huyck	1	\$653,000	1	\$1,640,000	2	\$2,293,000
162	Tommy	Choi	4	\$1,646,750	3	\$642,500	7	\$2,289,250
163	Steven	Kehoe	2	\$707,500	2	\$1,574,900	4	\$2,282,400
164	Barbara	O'Connor	1.5	\$666,250	3.5	\$1,607,050	5	\$2,273,300
165	Marzena	Frausto	0	\$0	3	\$2,259,900	3	\$2,259,900
166	Tiffany	Moret	2	\$1,410,000	1	\$845,000	3	\$2,255,000
167	Nathan	Binkley	1.5	\$900,000	3	\$1,347,000	4.5	\$2,247,000
168	Maribel	Selva	1	\$670,000	1	\$1,575,000	2	\$2,245,000
169	Marc	Kaufman	1.5	\$390,750	1	\$1,850,000	2.5	\$2,240,750
170	Qiankun	Chen	2	\$809,777	4	\$1,420,000	6	\$2,229,777
171	Daniel	Spitz	0.5	\$162,500	3	\$2,044,900	3.5	\$2,207,400
172	Layching	Quek	1	\$288,500	2	\$1,918,000	3	\$2,206,500
173	Jingen	Xu	2	\$810,000	2	\$1,390,000	4	\$2,200,000
174	Tony	Mattar	0	\$0	2	\$2,195,000	2	\$2,195,000
175	Jerome	Ettinger	3	\$2,190,000	0	\$0	3	\$2,190,000
176	Philip	Barone	0	\$0	2	\$2,175,000	2	\$2,175,000
177	Spencer	Hauptman	1	\$822,500	1	\$1,350,000	2	\$2,172,500
178	Lester	Lis	2	\$2,168,670	0	\$0	2	\$2,168,670
179	Thomas	Bezanes	1	\$558,000	4	\$1,599,000	5	\$2,157,000
180	Bradley	Dumes	1	\$557,500	1	\$1,595,000	2	\$2,152,500
181	Carol	Collins	2	\$1,255,000	1	\$890,000	3	\$2,145,000
182	Lyn	Harvie	4	\$1,174,000	1	\$970,000	5	\$2,144,000
183	Meg	Daday	4	\$2,141,000	0	\$0	4	\$2,141,000
184	Vergis	Eiland	4	\$2,010,000	1	\$125,000	5	\$2,135,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Naja	Morris	3.5	\$1,353,675	2	\$780,000	5.5	\$2,133,675
186	Arianna	Esper	2	\$1,481,200	1	\$642,500	3	\$2,123,700
187	Jon	Gerstein	2	\$918,750	2	\$1,161,000	4	\$2,079,750
188	Michael	Mcguinness	1	\$645,000	5	\$1,434,000	6	\$2,079,000
189	Charese	David	1	\$441,250	3	\$1,635,000	4	\$2,076,250
190	Anne	Rossley	2	\$359,500	2	\$1,715,000	4	\$2,074,500
191	Beau	Shirley	3	\$1,265,000	1	\$800,000	4	\$2,065,000
192	Lisa	Sanders	4	\$1,401,500	2.5	\$662,500	6.5	\$2,064,000
193	Keith	Wilkey	3	\$971,500	1	\$1,085,000	4	\$2,056,500
194	William	Volpe	8.5	\$2,054,775	0	\$0	8.5	\$2,054,775
195	Giovanni	Leopaldi	2.5	\$1,297,400	2	\$755,000	4.5	\$2,052,400
196	Megan	Wood	2	\$881,875	2.5	\$1,166,000	4.5	\$2,047,875
197	Jacob	Reiner	3	\$1,814,500	1	\$230,000	4	\$2,044,500
198	Sam	Jenkins	1	\$1,299,000	1	\$735,000	2	\$2,034,000
199	Lawrence	Dunning	1	\$855,000	2	\$1,175,000	3	\$2,030,000
200	Leila	Zammatta	1.5	\$2,028,500	0	\$0	1.5	\$2,028,500

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Mario	Barrios	0	\$0	4	\$2,004,000	4	\$2,004,000
202	Laura	Rios	0	\$0	1	\$2,000,000	1	\$2,000,000
203	Yehuda	Cohen	0	\$0	1	\$2,000,000	1	\$2,000,000
204	Carmen	Zhen	2	\$985,000	2	\$1,010,000	4	\$1,995,000
205	Cedrick	Hunter	4	\$1,574,000	1	\$420,000	5	\$1,994,000
206	Richard	Aronson	1	\$1,975,000	0	\$0	1	\$1,975,000
207	Myles	O'Brien	0	\$0	1	\$1,970,000	1	\$1,970,000
208	Chloe	Ifergan	3	\$1,966,000	0	\$0	3	\$1,966,000
209	Juliana	Yeager	1	\$270,000	3	\$1,695,000	4	\$1,965,000
210	Seth	Vamos	1	\$1,960,000	0	\$0	1	\$1,960,000
211	Gregorio	Cirone	2	\$1,085,000	2	\$870,000	4	\$1,955,000
212	Maribel	Marron	4	\$1,234,000	2	\$715,000	6	\$1,949,000
213	Brooke	Daitchman	1	\$1,057,500	2	\$885,000	3	\$1,942,500
214	Eileen	Kravitz	1	\$640,000	1	\$1,300,000	2	\$1,940,000
215	Reginald	Patterson	4	\$785,000	3	\$1,155,000	7	\$1,940,000
216	Miguel	Lopez	0	\$0	5	\$1,936,500	5	\$1,936,500
217	Sara	McCarthy	0	\$0	2	\$1,935,000	2	\$1,935,000
218	Gia	Devenyi	0.5	\$950,000	2	\$980,000	2.5	\$1,930,000
219	Andrew	Dorazio	0	\$0	3	\$1,925,000	3	\$1,925,000
220	Marc	Zale	0	\$0	3	\$1,920,000	3	\$1,920,000
221	D	Waveland Kendt	2.5	\$1,912,400	0	\$0	2.5	\$1,912,400
222	Joe	Zimmerman	4	\$1,910,000	0	\$0	4	\$1,910,000
223	Jose	Aguilar	2	\$674,900	3	\$1,233,000	5	\$1,907,900
224	Danny	Lewis	1	\$690,000	2	\$1,215,000	3	\$1,905,000
225	Holly	Connors	0	\$0	1	\$1,900,000	1	\$1,900,000
226	Hubert	Cioromski	0	\$0	1	\$1,900,000	1	\$1,900,000
227	Wilfredo	Aguilar Jr	1	\$1,010,000	1	\$890,000	2	\$1,900,000
228	Jennifer	Gordon	1	\$165,750	3	\$1,725,250	4	\$1,891,000
229	Elizabeth	Silvis	1	\$484,500	2	\$1,406,000	3	\$1,890,500
230	Rafael	Murillo	1	\$1,390,000	1	\$487,500	2	\$1,877,500
231	Jennifer	Ames	3	\$1,210,000	2	\$665,000	5	\$1,875,000
232	Angelo	Labriola	1	\$935,000	1	\$935,000	2	\$1,870,000
233	Rebecca	Sexson	0	\$0	3	\$1,849,999	3	\$1,849,999
234	Nellie	Coleman	0.5	\$200,000	1	\$1,648,000	1.5	\$1,848,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Scott	Berg	6	\$1,829,900	0	\$0	6	\$1,829,900
236	Karl	Vogel	1	\$760,000	1	\$1,065,000	2	\$1,825,000
237	Russell	Burton	2	\$881,875	2.5	\$943,000	4.5	\$1,824,875
238	Marisol	Doblado	0	\$0	1	\$1,810,000	1	\$1,810,000
239	Chris	Gomes	1	\$1,810,000	0	\$0	1	\$1,810,000
240	Sharon	Gillman	1	\$845,000	1	\$965,000	2	\$1,810,000
241	Christopher	Lobrillo	8	\$1,804,700	0	\$0	8	\$1,804,700
242	Steven	Maher	1	\$1,798,000	0	\$0	1	\$1,798,000
243	David	Betancourt	0	\$0	3	\$1,787,500	3	\$1,787,500
244	Chikuan	Wu	1	\$757,500	2	\$1,023,750	3	\$1,781,250
245	Andres	Olaez	3	\$715,000	4	\$1,036,000	7	\$1,751,000
246	Clare	Spartz	2	\$1,749,000	0	\$0	2	\$1,749,000
247	Richard	Kasper	1.5	\$627,500	2	\$1,121,000	3.5	\$1,748,500
248	Dorie	Westmeyer	3	\$1,745,000	0	\$0	3	\$1,745,000
249	Nurettin	Dasdelen	2.5	\$1,373,750	1	\$370,000	3.5	\$1,743,750
250	Juan	Loza	7	\$1,627,000	1	\$106,500	8	\$1,733,500

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