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**ON THE RISE:**

JON FOX & ALICIA BLUMER

**PARTNER**

**SPOTLIGHT:**

THE HECHTMAN GROUP

**FALL EVENT**

**PHOTOS:**

PAGE 40

## Fu Group

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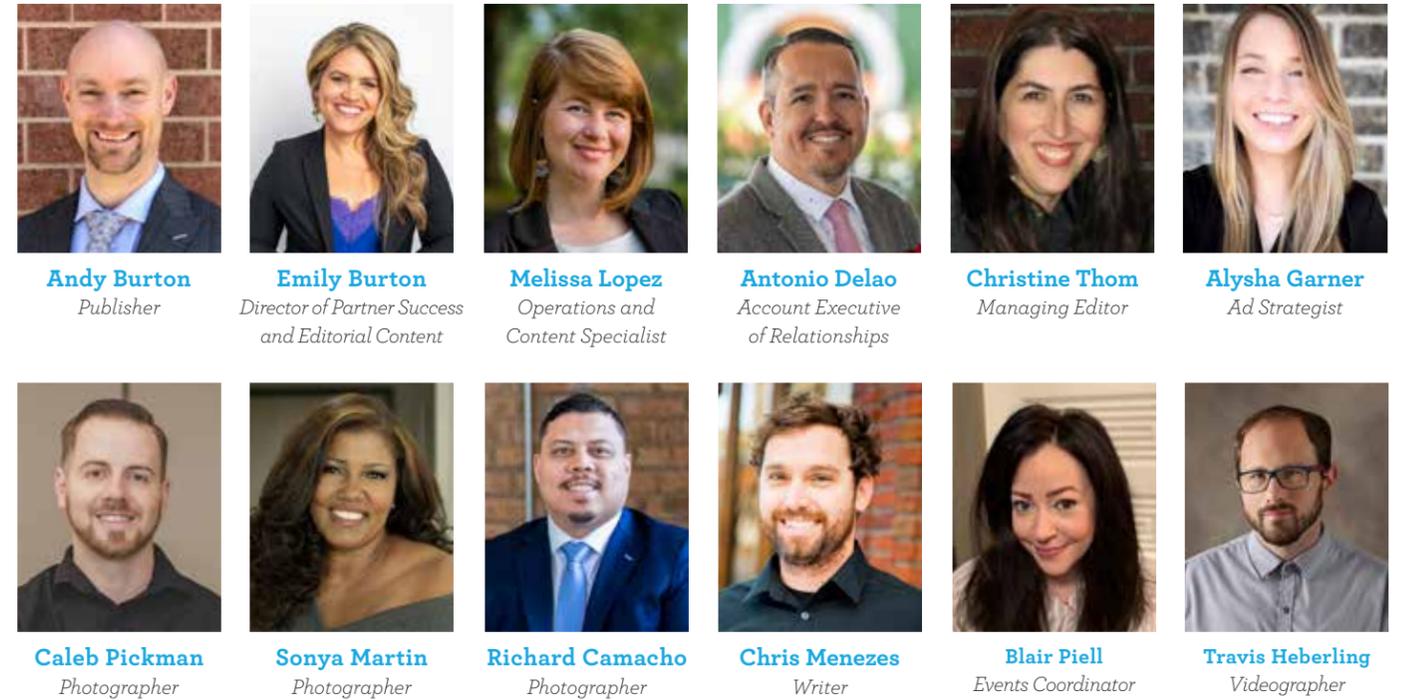
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## MEET THE CHICAGO REAL PRODUCERS TEAM



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@n2co.com](mailto:andy.burton@n2co.com)

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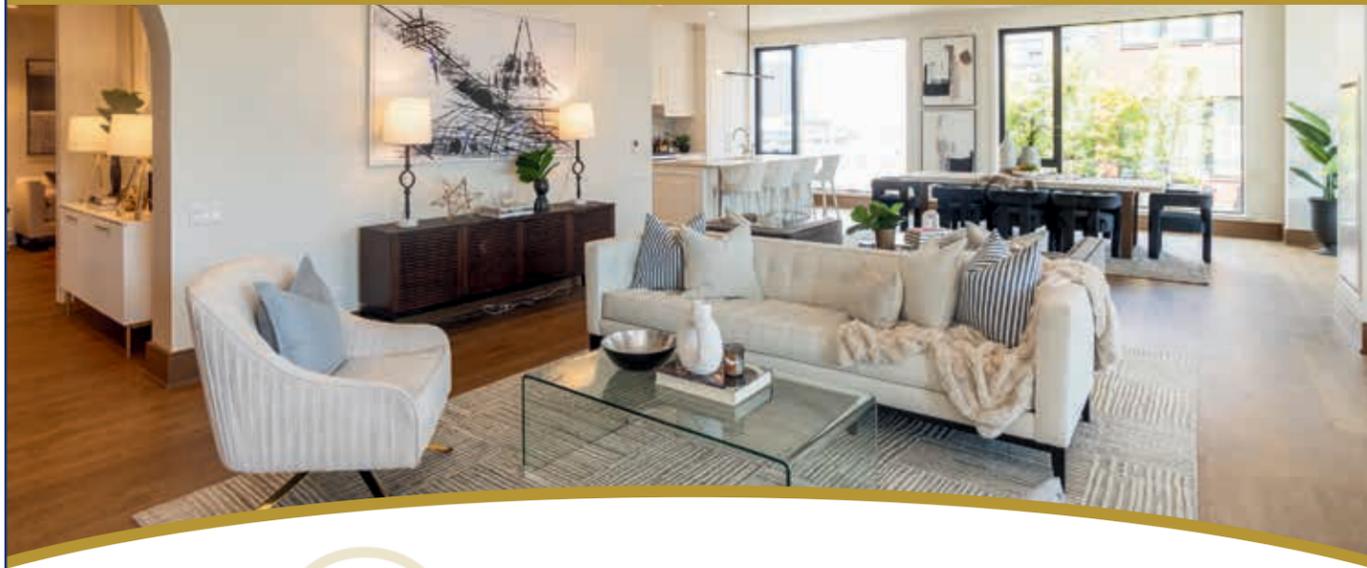


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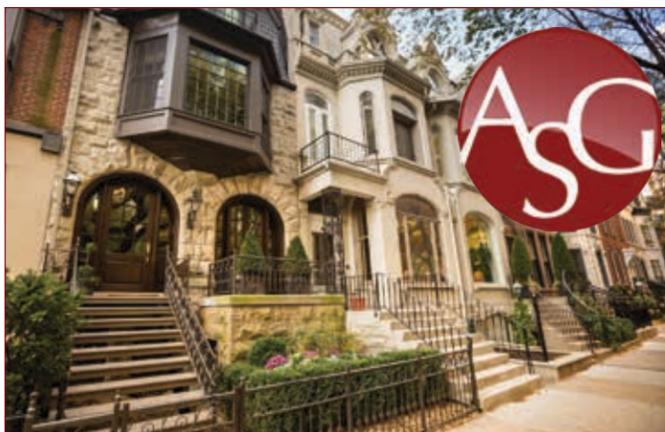
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# Publisher's NOTE

As we say farewell to 2024, I thought I would share a few of my most memorable moments that made this year with *Chicago Real Producers* unforgettable:

1. Celebrating seven years in print! It is wild to see how *Chicago Real Producers* has had such an impact on the industry not just here in Illinois, but around the entire country. Chicago was the 28th market to launch back in 2017 and now our national brand has grown to 126 markets across the United States.
2. Being side by side with our Account Executive of Relationships, Antonio DeLao, as he brought his unique flair to breaking down barriers and building connections between REALTORS® and Preferred Partners within our organization.
3. The custom coffee mug presented to me at our spring event in May by Mr. Thank You (John Israel). I haven't used a different coffee mug at home since I received it.
4. Stepping up to the oche at the CRP fall event for a spirited game of darts. Who knew a bunch of productive REALTORS® could be so competitive (I hope you can hear the sarcasm in my voice)? That October afternoon reminded me of playfulness and friendly competition. Be sure to jump over to page 40 for the photos we captured at the fall event.



To our dedicated Preferred Partners and REALTORS®, we look forward to continuing our mission to connect, elevate, and inspire through every interaction in 2025. Stay tuned for more engaging content and event announcements to come. In the spirit of the season, we wish you a relaxing holiday filled with joy, love, and success in the new year!



**Andy Burton**  
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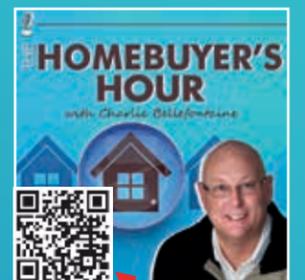


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# Rita Kerins

## Crafting Success with Heart and Hustle

When you first meet Rita Kerins, you're struck by her warm smile and the unmistakable spark in her eye—a reflection of both her Irish heritage and her passion for real estate. Over the past twenty years, Rita has built a remarkable career not just by closing deals, but also by making a genuine difference in the lives of her clients—a testament to her determination, family bonds, and an unwavering commitment to excellence.

Growing up in a lively Irish immigrant family with five sisters and sixty-three first cousins, Rita was never alone. This close-knit environment instilled in her a deep appreciation for relationships, which has always been a cornerstone of her professional ethos. "Family is a huge part of my life, and I wouldn't have it any other way," she shares.

Despite her father's work as a developer and concrete specialist, real estate wasn't initially on Rita's radar. But when she was project managing a high-rise, the idea took root. Realizing she could save the company money by selling units herself, she obtained her real estate license. The year was 2004 and she was just twenty-three years old. "I remember thinking,

'I'll never use this license.' Hilarious when I look back on that now!" she said, laughing.

Rita quickly discovered her knack for the industry. Living in one of her father's developments in the Noble Square neighborhood, she often fielded questions from prospective buyers. Despite having another REALTOR® on board, Rita sold three units herself. "If my family was in the building and heard the buzzer ring, they would yell, 'Have Rita get it! We need to sell these units!'" she recalls with a hint of pride. "That's when I knew I loved it and that I was good at it."

But success didn't come without challenges. Being young in the real estate business meant facing financial constraints and skepticism. "You need money to make money, and when you're young, you don't tend to have it," she notes. "My student loan payment was \$1,000 per month." To overcome this hurdle, Rita focused on building strong, lasting relationships. Her dedication paid off, resulting in a loyal client base that consistently returns and refers her at least twenty-five deals a year.

Understanding the importance of perception, Rita also made a conscious effort to present herself professionally. "I wore suits everywhere I went for at least the first ten years," she shares.



This approach helped her establish credibility and command respect.

Education has always been a priority for Rita as well. Armed with a degree in business and marketing from the University of Iowa, she pursued additional credentials and quickly embraced online leads. "I built my career off online leads before that became popular," she says.

Today, Rita is passionate about real estate's evolving landscape. She's excited about new buyer agreements and their potential to elevate the profession. "It might help REALTORS® be ranked a little higher than one spot above used car salesmen when it comes to trust," she quips.

For Rita, the most rewarding aspect of her work is the tangible influence she has on her clients' lives. Knowing her advice has guided them to homes where they have built their lives and created memories is



a source of immense satisfaction. "I've impacted their daily lives—that is so remarkable," she reflects.

Balancing her thriving career with a rich personal life, Rita is a devoted mother to her two children, Adelyn (14) and Keenan (10), and three foster

dogs through Pet Profile Rescue. She also enjoys personal training, biking, baking, gardening, cheering on the Hawkeyes, and spending quality time with family and friends. A lover of comedy, Rita often attends shows at venues like The Second City and Zanies Comedy Club. "Sebastian Maniscalco is my favorite comedian," she

beams. "My parents are immigrants, so I really relate to all the things he says about his dad and family."

When offering advice to up-and-coming REALTORS®, Rita emphasizes resilience, client-focused service, and self-care.

“  
IT'S MY GOAL TO  
MAKE EVERYTHING  
JUST A LITTLE  
BETTER THAN IT  
WAS BEFORE  
I GOT THERE.”



Rita cheering for the Hawkeyes.



“This job can be an up and down process, but focus on what’s best for your buyers and sellers, and it will all work out in the end,” she advises. “And remember to care for yourself—take the trip, eat the cake, and enjoy the rollercoaster!”

As Rita looks to the future, she remains committed to her definition of success: making a difference in others’ lives for the better. “I really love my job, and I hope that when I’m gone, I’ve made a real difference,” she says earnestly. “It’s my

goal to make everything just a little better than it was before I got there.”

With her heart as her compass and hustle as her engine, Rita will certainly continue to leave a lasting impact on all who cross her path.



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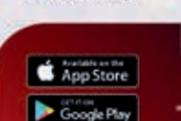
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▶▶ partner spotlight

By Chris Menezes  
Photos by Elliot Powell

# Tim Reichert & Steve Kunz

## WITH THE HECHTMAN GROUP

Building Success from the Ground Up at The Hechtman Group

For Tim Reichert and Steve Kunz, success at The Hechtman Group (THG), a premier accounting firm in the Chicagoland area, has been less about a single moment of triumph and more about the steady, persistent climb toward excellence in their respective fields. Both men, who have not only spent their entire careers at THG, but have also been identified as the future owners,

exemplify what it means to grow within a company, turning early opportunities into long-term careers defined by leadership, innovation, and an unwavering commitment to their clients—core principles at THG.

The Hechtman Group is a full-service firm with expertise in real estate. In addition to outsourced CFO and



Steve Kunz

controller services, THG provides tax planning for real estate professionals, 1031 exchanges, cost segregation analysis, property acquisition, and more through its advisory services. “We do more than just tax compliance. Our tagline is ‘Exceptional CPA Services for Small Businesses with Big Plans’ for a reason,” Steve explains. “Our best client relationships are those where we are part of the team that’s focused on setting and achieving future financial goals. More than half of our clients are concentrated in the dynamic industry of real estate.”

Steve Kunz joined THG in December 2012, stepping into his first professional role straight out of college. His first day at the firm happened to be the day of the company holiday party—a fitting introduction to what would become a long and fruitful career. Tim Reichert’s journey at THG began in July 2015, soon after completing his master’s degree. It was his first full-time job too, but both men have since transformed their humble beginnings into influential roles within the firm.

Steve started as THG’s first tax season intern, primarily tasked with administrative responsibilities. “It was pretty basic work,” Steve recalls. “But it laid the foundation for what would become our structured internship program.” Today, that program is a critical pipeline for high-quality talent at THG, with six interns each year receiving comprehensive training and contributing to meaningful projects. Steve’s rise to the position of senior tax manager is a testament to his dedication and the firm’s belief in nurturing talent from within.

Tim entered the firm with a strong foundation in accounting, inspired by the Financial Accounting course he took as a high school senior. His passion for numbers combined with the influence of his family—his mother and aunt both work in accounting—made his career choice a natural fit. “I’ve always been drawn to numbers,” Tim explains.



Tim Reichert

“Accounting is often referred to as the ‘language of business,’ and that’s what intrigued me the most.”

One of the standout aspects of Tim and Steve’s careers is their shared commitment to continuous improvement—not just for themselves, but for their colleagues as well. Tim has been instrumental in establishing THG’s Learning Enrichment and Development (LEAD) Committee, which focuses on enhancing staff knowledge and developing future leaders. “It’s about being intentional,” Tim says. “We want to ensure that our staff members are not only technically skilled, but also well-rounded professionals.”

Steve’s focus has been on growth and brand building, both through client acquisition and talent attraction. He leads THG’s marketing initiatives and leverages social media, blog content, and networking to elevate the firm’s presence. “We’ve come a long way from where we started,” Steve reflects. “It’s rewarding to see how our efforts in marketing and branding have contributed to THG’s success.”

Both Tim and Steve share a vision of long-term success at THG, with goals that align closely with the firm’s mission of providing exceptional service while fostering a supportive and collaborative workplace. For Tim, that means one day stepping into a partner role while continuing to cultivate a firm culture that feels like family. “I want to spend my entire career here,” Tim says. “It’s not just about personal success. It’s about building something lasting with people you trust.”

Steve echoes this sentiment, with a focus on mentoring the next generation of THG professionals. “I was lucky to have great mentors who guided me,” Steve says. “Now I want to be that person for others and help them grow and succeed just as I have.”

Over the past ten years the two men have become close friends as well as close colleagues. You’ll find them attending concerts, street festivals, Chicago sporting events, and supporting local charities, as well as celebrating each other’s lives: Steve and his wife, Ashlynn, are eagerly expecting their first child, and Tim recently became an uncle.

As they continue to build on their successes at THG, both men are focused on the future—not just their own, but the future of the firm, its people, and its clients. “Success is about ongoing development and progress rather

than a final destination,” Steve says. They aim to expand their specialty in real estate, further develop their Client Advisory Services, and continue to grow the firm, which has doubled in size over the past three years.

Together, Tim and Steve are not just following in the footsteps of those who came before them, they’re paving the way for the future of The Hechtman Group.

To learn more about The Hechtman Group visit [www.thehechtmangroup.com](http://www.thehechtmangroup.com).

“”

Our best client relationships are those where we are part of the team that’s focused on setting and achieving future financial goals... - Steve



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By Lauren Young  
Photos by Sonya Martin

# Fu Group

SETBACKS SET UP SOMETHING GREATER

“Sometimes what feels like a setback is actually a setup for something greater,” says Eugene Fu, reflecting on the pivotal moments that have shaped his career. As the founder and president of the Fu Group, a top-producing real estate team in Chicago, Eugene’s journey from financial analyst to real estate leader is a testament to turning setbacks into opportunities.

Since his childhood, growing up in Little Rock, Arkansas, Eugene has been fascinated by the stories of successful people. He spent much of his youth reading biographies and watching interviews with a variety of industry leaders, trying to uncover the mindset behind their achievements.

“What stood out to me was that their success wasn’t about chasing money or status,” Eugene explains. “It was about pursuing something greater, beyond just themselves.”

What also stood out to Eugene was his father’s example that you can achieve anything if you work for it. Having fled to Taiwan from mainland China during World War II, his father’s entire family lived in a cramped one-bedroom apartment. Despite their circumstances, his father managed to excel in his studies and attained a place at Taiwan’s top university.

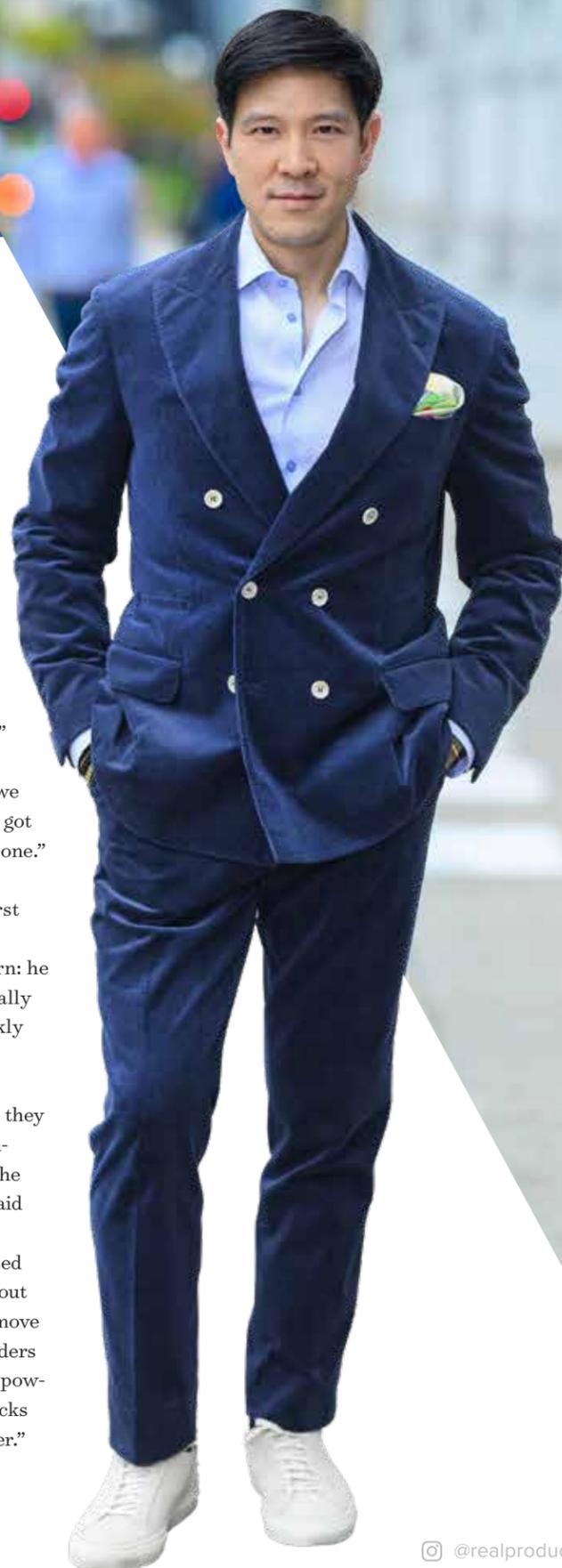
Following his graduation, he moved to the US for his PhD and started a family.

Eugene graduated from the University of Illinois with honors, and his degree in finance won him a financial analyst role at IBM. Despite the stability of his position at the large, well-known company, Eugene knew something was missing.

“It was a solid role, but I was not passionate about the work,” Eugene says. “I joke that the highlight of my day was when we had a conference call because I got the opportunity to talk to someone.”

When the dot-com bubble burst in the early 2000s, Eugene’s career took an unexpected turn: he was laid off. Though this initially seemed like a setback, it quickly became a blessing in disguise.

“Six months before I was let go they offered packages to leave voluntarily, but I stayed out of fear,” he explains. “When I was finally laid off, not only was the severance package better, but I also realized that if you’re not passionate about what you’re doing, it’s time to move on. I wanted to emulate the leaders that I admired. I also learned a powerful lesson: many times, setbacks set you up for something greater.”



That something greater turned out to be real estate, a field Eugene had long been interested in but hadn’t yet pursued.

“I was always drawn to real estate, but back then, the profession didn’t have the most glamorous reputation,” he recalls.

In the early days of his real estate career, he had to “hustle” for every opportunity. Eugene’s dedication and perseverance would be the foundation for his future team.

Today, the founder of the Fu Group is focused on mentoring new talent and fostering a collaborative team environment. What began in 2020 as a team of two has exploded into a powerhouse team of twelve.

“I’ve negotiated thousands of transactions, and now it’s my turn to mentor others,” Eugene explains. “I take pride in helping brokers who have no prior experience grow into top producers, closing luxury deals.”

The Fu Group’s director of sales, Elliot Melsness, brings his management experience from a Fortune 10 company to help him build key relationships; senior brokers Max Austin-Williams and Justin Daly share their passion and expertise regarding Chicago’s vibrant architecture and neighborhoods; brokers Cece Wang, Jeff Cook, Jennifer Armetta, Matias Nordenstahl, Vik Schrader, and Margie H. Tinerella bring their unique backgrounds and perspectives to the team, empowering the



Fu Group to best serve their equally broad clientele; and the team's director of operations, Chris Woodall, oversees operational efficiency so the brokers can focus on delivering top-notch service to their clients.

"It's not about ego with our team members," Eugene emphasizes. "It's about the collective success of the Fu Group. We've built something special here: a team where each member brings their own unique skills, passions, and perspective to the table."

“We've built something special here: a team where each member brings their own unique skills, passions, and perspective to the table.” - Eugene



"What makes us different and effective are three key directives: we're driven to reach our full potential, we support one another like family, and we're passionate about real estate and helping our clients achieve their goals," he affirms.

Outside of real estate, Eugene finds balance in fitness, personal growth, and art. "Art feeds my soul," he shares. He is the chair of Emerge, an MCA Circle Donor affinity group, and he serves on the board of directors of Artadia, a national nonprofit dedicated to supporting artists.

Ultimately, Eugene's journey is about more than personal success—it's about creating a legacy of growth, creativity, and collective achievement. "I want to continue building a collective that is a supportive, creative space where talent can thrive. It's no longer solely about me. It's about my team," he concludes. "When people are counting on you, you show up. It's this collaborative spirit that allows us to consistently achieve extraordinary results, and I'm proud of what we've built together."



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» on the rise

By Chris Menezes  
Photos by Prestige  
Real Estate Images

**ALICIA  
BLUMER**



**JON FOX**

A WINNING  
COMBINATION

**Alicia Blumer and Jon Fox, co-founders of the Blumer Fox Group at Compass, operate on the principle that “two minds are better than one.” Their complementary skills and expertise create a client-centered approach that customizes each interaction to meet the unique needs of their clients.**

This personalized service model is deeply rooted in the duo’s long-standing passion for real estate, a field they have been drawn to since childhood. Jon grew up in Charlotte, North Carolina, and Alicia in the northwest suburbs of Chicago, and both were captivated by homes and architecture from an early age.

“I was fascinated with homes, interiors, construction, and design as a kid, and I always knew I would end up working with residences in some capacity,” Alicia recalls.

“I was also fascinated by houses,” Jon adds. “Once I got my driver’s license, I’d ride around and explore neighborhoods. I still love doing that.”

As the captain of her high school cheerleading squad, Alicia learned the value of encouragement and teamwork—qualities that make her an exceptional leader within the Blumer Fox Group. “At the time it may have felt silly, but I see now how being the one to encourage, motivate, and lead has set me up for success in my professional career and life,” Alicia reflects.

Alicia earned her degree in interior architecture, while Jon’s academic focus was pre-law, as he initially planned to become a lawyer. However, after clerking at the Department of Justice during his senior year, Jon realized that a legal career was not for him. After five years at a large corporate law firm, where

he managed an international team and led various development projects, Jon experienced what he calls “a quarter-life crisis.”

“Although I felt successful for my age and had a clear trajectory for advancement, I thought about the next twenty to thirty years and was not happy with what that future would look like,” Jon explains.

Alicia reached a similar conclusion after her career took a turn into event design and production, which

eventually led to sales. After thirteen years of working in corporate America, she was ready to be her own boss and build a business that better suited her life.

The pandemic was the catalyst that pushed Alicia into real estate. “If it wasn’t for the pandemic in 2020, I would have never pursued my dream of becoming a REALTOR®. In retrospect, that moment and leap of faith was the best thing that came out of that hard time for me,” she says.

“We have such diverse backgrounds, and that allows us to support all different types of clients. That’s truly our strength.” - Alicia



Alicia Blumer

Jon embarked on his real estate journey in 2017. Like Alicia, his entry into the industry came after a pivotal moment of reflection and a desire for change when his now husband, Obi, temporarily moved away for business school.

“I found myself reflecting on my lack of professional fulfillment,” Jon explains. “Although it was scary to make a change, I decided that staying on my current path was scarier than venturing into the unknown. So I took a risk and bet on myself. So far, the greatest joys in my life have come from the things I was most afraid to do.”

Jon and Alicia’s paths crossed when they were working on the same top-producing real estate team. “Alicia sat behind me,” Jon shares. “We became fast friends and began working together in an organic way. I joke that Alicia made the first move when she asked if I’d be interested in partnering. Meanwhile, I’d already been thinking that I’d love to start a partnership with her.”

“We have such diverse backgrounds, and that allows us to support all different types of clients. That’s truly our strength,” says Alicia. “I love how we complement one another, allow each other to shine at what we are good at, and always encourage each other to grow.”



“ I took a risk and bet on myself. So far, the greatest joys in my life have come from the things I was most afraid to do.” - Jon

Outside of their real estate careers, Alicia and Jon value their personal time with family and friends. Alicia enjoys getting outdoors and traveling with her husband, Eddie, an architect who also loves design, and their two children, Greyson and Elle. Jon, who is equally passionate about design, often explores architectural concepts and enjoys movies, biking, and hosting gatherings with Obi.

Looking into the future, Jon and Alicia are excited

about the opportunities ahead for the Blumer Fox Group. Their goal is to strengthen their brand and grow organically. “We don’t envision a large team,” Jon notes. “We want growth that is worthwhile for the agent and our clients.”

As Jon and Alicia continue their partnership, they prove that two minds are indeed better than one. Together, they’re not just selling houses: they’re helping clients design blueprints for a brighter future.



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# REAL DEAL BOOK CLUB:

## Must-Reads for Real Estate's Most Successful Players

» business article

### Good to Great by Jim Collins

*Good to Great* by Jim Collins explores why some companies manage to make a lasting leap from mediocrity to excellence while others falter or remain stuck in place. Based on extensive research, Jim and his team studied companies that made and sustained substantial performance improvements and distilled their findings into principles that drive enduring success.



Jim identifies key characteristics that distinguish “great” companies from merely “good” ones, including disciplined leadership, a culture of accountability, and a relentless focus on core strengths. He introduces the concept of the “Hedgehog Principle,” which emphasizes that great companies focus on what they can be best at, what drives their economic engine, and what ignites their passion. Jim also explores the importance of “Level 5

Leadership,” which combines humility with fierce determination, as well as the value of building the right team before pursuing the right strategies.

This book offers timeless insights for real estate professionals and business owners alike, showing that greatness is achievable by anyone willing to prioritize consistent, strategic growth. Here are three key takeaways from *Good to Great*:

- **The Right People First:** Success starts with assembling the right team before setting your strategy. Collins argues that putting the right people in the right roles builds a foundation for long-term success.
- **Level 5 Leadership:** Great leaders blend humility with unwavering resolve. They prioritize the company’s success over their own ego, enabling sustainable growth through vision, integrity, and determination.
- **Focus on Core Strengths (The Hedgehog Concept):** Companies that reach greatness hone in on what they do best, what drives profitability, and what they’re passionate about. This principle helps agents and businesses alike to stay focused on core strengths and avoid distractions.

Just finished reading a book you'd like to share? Reach out to Melissa Lopez at [Melissa.Lopez@n2co.com](mailto:Melissa.Lopez@n2co.com) so that we can highlight you in a future issue.

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# Dee Savic

## Living a Dream

### ► agent feature

By Chris Menezes  
Photos by Caleb Pickman

For Dee Savic, real estate isn't just a career—it's the embodiment of a dream, something she once thought was impossible. Now, a top-producing agent with Dream Town Realty, she is not only living that dream, but helping others live it as well.

"Growing up in Serbia, I experienced a very different reality from the life I've been able to build here in the United States," Dee explains. "I was raised in a country torn by war and shaped by communism, which came with its own unique set of challenges. The idea of stability, let alone prosperity, was difficult to imagine."

Dee shares how, in those days, it felt as though her country was at a standstill—staggering inflation, limited employment opportunities, and the notion of private property being nearly nonexistent. "For most of my childhood and teenage years, owning a home or building a future through real estate wasn't even a possibility," she recalls.

For Dee, coming to the United States in 1998 felt like entering a different world. Suddenly, the idea of property ownership—of having a home that was truly hers and could grow in value and contribute to a future for her family—became not only attainable, but also deeply inspiring.

"In Serbia, few had access to opportunities that could lead to generational wealth," she shares. "The contrast here was powerful: I saw how real estate could provide stability, offer a pathway to financial freedom, and help people create lasting legacies for their families."

These early experiences taught Dee resilience and a resourcefulness

“ IT'S ABOUT EXCEEDING MY CLIENTS' EXPECTATIONS EVERY SINGLE TIME ” ”

that would later define her career in real estate. Growing up with so little taught her to appreciate every opportunity and instilled in her a relentless work ethic. She knew firsthand the power of rebuilding and facing uncertainty—a perspective that now fuels her commitment to her clients.

"I know what it feels like to come from nothing, to start over, and to face uncertainty every day," Dee shares. "I want to help my clients

build something meaningful, to show them that ownership and security are possible, no matter where you start."

Before obtaining her real estate license in 2001, Dee worked in the marble and granite industry, learning the ins and outs of materials and construction. Working closely with builders and homeowners, she gained insights into the building process that would later enhance her real estate expertise.



The 2007–2008 housing crisis was a pivotal moment in Dee Savic’s real estate career. Like many real estate professionals, Dee found herself facing an unprecedented market downturn, where uncertainty became the norm and stability felt out of reach. At the same time, she was raising a newborn, which added personal pressures to the professional challenges she faced.

“I realized that to thrive, I would need to work harder and truly set myself apart,” recalls Dee. “That’s when I committed to providing exceptional service, regardless of the market conditions. I wanted my clients to feel supported, informed, and confident every step of the way. Delivering a level of service that truly stands out became the foundation of my business philosophy.”

Dee is still committed to that philosophy, and it drives her every day to push her limits to become the best version of herself. To achieve this, she’s dedicated herself to continuous growth and skill-building. She works with two business coaches to stay at the top of her game, and she invests deeply in education, including a year-long digital marketing program that she’s fully committed to.



“Striving for excellence and constant learning are at the heart of what I do, because for me, it’s about more than just success. It’s about exceeding my clients’ expectations every single time,” Dee emphasizes.

Looking to the future, Dee envisions real estate as a lifelong passion, with a potential role in mentorship down the line. “I’ve gathered so much knowledge over the years. I’d love to share that one day,” she says. For now, she’s dedicated to working directly with buyers and sellers, guiding them through the complexities of real estate, helping them see the potential in each property, and achieve their dreams.



Outside of work, Dee’s life revolves around her husband and their daughters, Teodora and Iva, and her commitment to health and fitness. Along with being a dedicated vegetarian, Dee has practiced kickboxing for over a decade. She finds that exercise and healthy living not only recharge her, but also teach resilience and discipline—qualities she brings to her career.

From her early days in Serbia to her success in the United States, Dee’s story is a testament to what’s possible when we recognize the opportunities in front of us, believe in ourselves, and pursue our dreams with passion, purpose, and unrelenting effort.

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# Chicago Real Producers

## FALL EVENT

# PHOTOS



A huge thanks to Flight Club for welcoming the Chicago Real Producers community to their beautiful darts club! We loved stepping up to the oche and hitting the bullseye with everyone.

Our appreciation goes out to all of those who attended, provided raffle prizes, and helped make the event such a success. We look forward to seeing you again in the winter. Enjoy the photos.





James D'Astice won a Vitamix from David Frank with The David Frank Law Group.



Patrick Shino won a Solo Stove Bonfire from Brad Pierce and Julie Gathman with HAVEN Home Staging & Redesign, Inc.



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# TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
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2	Jeffrey	Lowe	92.5	\$120,688,478	44.5	\$50,795,900	137	\$171,484,378
3	Emily	Sachs Wong	65	\$96,291,322	43	\$60,941,114	108	\$157,232,436
4	Grigory	Pekarsky	31.5	\$17,919,538	278	\$138,382,759	309.5	\$156,302,296
5	Carrie	McCormick	64	\$86,138,750	28.5	\$48,941,746	92.5	\$135,080,496
6	Leigh	Marcus	90.5	\$65,168,752	39	\$29,309,750	129.5	\$94,478,502
7	Alexandre	Stoykov	21.5	\$10,974,755	162.5	\$79,755,584	184	\$90,730,339
8	Susan	Miner	12.5	\$34,842,500	12	\$50,799,000	24.5	\$85,641,500
9	Benyamin	Lalez	31	\$16,024,568	139	\$66,935,200	170	\$82,959,768
10	Timothy	Sheahan	32.5	\$51,192,438	20	\$20,934,085	52.5	\$72,126,523
11	Michael	Horwitz	18	\$13,944,900	90	\$57,785,950	108	\$71,730,850
12	Timothy	Salm	24	\$59,709,500	5	\$10,095,500	29	\$69,805,000
13	Nancy	Tassone	24	\$53,821,500	2	\$5,700,000	26	\$59,521,500
14	Mark	Icuss	16	\$35,902,888	14.5	\$23,251,945	30.5	\$59,154,833
15	Chezi	Rafaelli	33	\$34,593,000	20	\$23,946,000	53	\$58,539,000
16	Jason	O'Beirne	44	\$44,466,962	17	\$10,112,000	61	\$54,578,962
17	Jill	Silverstein	28	\$21,119,250	26.5	\$30,504,872	54.5	\$51,624,122
18	Joanne	Nemerovski	16	\$27,679,000	15	\$22,684,000	31	\$50,363,000
19	Mario	Greco	52.5	\$31,203,098	29	\$19,069,900	81.5	\$50,272,998
20	Sophia	Klopa	25.5	\$19,448,909	36.5	\$30,618,950	62	\$50,067,859
21	Brad	Lippitz	29	\$25,882,600	29.5	\$21,729,999	58.5	\$47,612,599
22	Ryan	Preuett	20.5	\$31,040,250	13.5	\$15,661,500	34	\$46,701,750
23	Jennifer	Ames	18	\$20,057,870	11	\$26,520,000	29	\$46,577,870
24	Julie	Busby	37	\$24,540,211	27	\$21,464,195	64	\$46,004,406
25	Daniel	Glick	31.5	\$32,654,400	14.5	\$12,794,500	46	\$45,448,900
26	Philip	Skowron	20	\$28,074,995	4	\$15,773,256	24	\$43,848,251
27	Danielle	Dowell	23.5	\$20,102,924	29.5	\$23,320,700	53	\$43,423,624
28	Katharine	Waddell	26.5	\$20,483,200	26	\$22,372,900	52.5	\$42,856,100
29	Hayley	Westhoff	25.5	\$19,227,250	26.5	\$23,348,500	52	\$42,575,750
30	William	Goldberg	25.5	\$24,914,400	19.5	\$15,814,015	45	\$40,728,415
31	Darrell	Scott	15	\$8,762,550	39	\$31,591,225	54	\$40,353,775
32	Nicholaos	Voutsinas	29	\$14,884,000	32	\$24,974,000	61	\$39,858,000
33	Sam	Shaffer	13.5	\$8,145,588	47.5	\$31,606,216	61	\$39,751,803
34	Eugene	Fu	11	\$11,499,611	41.5	\$28,240,850	52.5	\$39,740,461

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Daniel	Close	18.5	\$14,567,748	37.5	\$24,908,112	56	\$39,475,860
36	Elias	Masud	30	\$18,499,250	34.5	\$20,029,501	64.5	\$38,528,751
37	Debra	Dobbs	18	\$14,102,500	25.5	\$24,270,300	43.5	\$38,372,800
38	Lauren	Mitrick Wood	16.5	\$9,912,350	41	\$27,099,453	57.5	\$37,011,803
39	Melissa	Siegal	25	\$16,199,250	30	\$20,725,125	55	\$36,924,375
40	Jennifer	Mills	15.5	\$22,607,216	11.5	\$14,169,495	27	\$36,776,711
41	Nadine	Ferrata	33.5	\$25,105,750	18.5	\$11,169,400	52	\$36,275,150
42	Leila	Zammatta	15.5	\$30,799,504	3	\$4,983,000	18.5	\$35,782,504
43	Karen	Biazar	27.5	\$20,191,572	28	\$15,534,300	55.5	\$35,725,872
44	Owen	Duffy	37.5	\$29,011,202	13	\$6,597,300	50.5	\$35,608,502
45	Michael	Rosenblum	21	\$24,807,492	6	\$10,625,000	27	\$35,432,492
46	Layching	Quek	23	\$10,640,500	31	\$24,295,700	54	\$34,936,200
47	James	D'Astice	18	\$10,580,450	45.5	\$24,032,877	63.5	\$34,613,327
48	Amanda	McMillan	29.5	\$20,677,500	14	\$12,463,650	43.5	\$33,141,150
49	Dawn	McKenna	18	\$17,824,500	13.5	\$14,600,375	31.5	\$32,424,875
50	Bradley	Brondyke	24	\$27,824,812	1	\$2,437,500	25	\$30,262,312

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Millie	Rosenbloom	20	\$22,156,535	6	\$8,043,000	26	\$30,199,535
52	Kelly	Parker	11	\$7,651,250	31	\$22,046,075	42	\$29,697,325
53	Rafay	Qamar	43.5	\$15,878,399	30.5	\$12,250,134	74	\$28,128,533
54	Melanie	Everett	14.5	\$7,768,950	36	\$20,095,000	50.5	\$27,863,950
55	Sam	Jenkins	16	\$21,003,000	6	\$6,445,000	22	\$27,448,000
56	Melanie	Giglio	14.5	\$14,323,750	21.5	\$12,846,998	36	\$27,170,748
57	Nicholas	Colagiovanni	17	\$16,851,500	10	\$10,213,825	27	\$27,065,325
58	Camille	Canales	6.5	\$3,168,000	42.5	\$23,738,200	49	\$26,906,200
59	Kevin	Hinton	10.5	\$5,175,450	40	\$21,654,900	50.5	\$26,830,350
60	Steve	Dombar	6	\$2,773,000	35	\$23,926,000	41	\$26,699,000
61	Barbara	O'Connor	17	\$11,199,000	22	\$15,452,450	39	\$26,651,450
62	Juliana	Yeager	11.5	\$11,852,450	21.5	\$14,463,500	33	\$26,315,950
63	Kathleen	Malone	11.5	\$15,139,500	14	\$11,065,000	25.5	\$26,204,500
64	Bari	Levine	19.5	\$11,649,268	16	\$13,787,467	35.5	\$25,436,735
65	Ivona	Kutermankiewicz	17.5	\$16,614,700	10.5	\$8,785,000	28	\$25,399,700
66	Keith	Brand	23	\$13,212,339	28	\$11,774,000	51	\$24,986,339
67	Ioannis	Floros	14.5	\$6,295,900	33	\$18,647,550	47.5	\$24,943,450
68	Michael	Maier	33	\$16,156,662	16	\$8,617,750	49	\$24,774,412
69	Karen	Schwartz	15.5	\$10,537,000	21	\$13,959,220	36.5	\$24,496,220
70	Alex	Wolking	14	\$8,484,000	20	\$15,774,000	34	\$24,258,000
71	Tommy	Choi	20	\$11,074,200	21.5	\$12,931,650	41.5	\$24,005,850
72	Linda	Levin	15	\$14,399,995	7	\$9,539,900	22	\$23,939,895
73	Margaret	Baczkowski	19.5	\$16,811,001	8	\$6,938,400	27.5	\$23,749,401
74	Brad	Zibung	24.5	\$12,520,000	17	\$11,104,400	41.5	\$23,624,400
75	Michael	Hall	23	\$14,905,300	11	\$8,510,000	34	\$23,415,300
76	Deborah	Ballis Hirt	12.5	\$8,456,250	16	\$14,696,750	28.5	\$23,153,000
77	Stacey	Dombar	28	\$13,149,250	11	\$9,524,000	39	\$22,673,250
78	Lance	Kirshner	16.5	\$8,545,950	25.5	\$13,985,995	42	\$22,531,945
79	Hadley	Rue	21	\$15,344,625	11	\$7,186,900	32	\$22,531,525
80	Roman	Patzner	6	\$4,351,500	18	\$17,701,400	24	\$22,052,900
81	Lucas	Blahnik	11	\$11,386,560	14	\$10,587,500	25	\$21,974,060
82	Chris	Gomes	10	\$7,111,000	16	\$14,601,500	26	\$21,712,500
83	Brian	Pistorius	9	\$9,399,000	19	\$12,164,750	28	\$21,563,750
84	Todd	Szwajkowski	13	\$7,613,050	23.5	\$13,803,829	36.5	\$21,416,879

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Ian	Schwartz	11.5	\$8,772,000	12	\$12,519,499	23.5	\$21,291,499
86	Scott	Curcio	28	\$13,199,800	16	\$7,778,401	44	\$20,978,201
87	Molly	Sundby	16.5	\$20,581,250	0	\$0	16.5	\$20,581,250
88	Alishja	Ballard	13	\$7,247,000	22	\$13,329,000	35	\$20,576,000
89	Leslie	Glazier	15	\$13,344,500	9	\$7,190,000	24	\$20,534,500
90	Dennis	Huyck	16.5	\$10,333,000	13	\$10,178,500	29.5	\$20,511,500
91	Jeffrey	Herbert	8	\$4,552,000	24.5	\$15,850,600	32.5	\$20,402,600
92	Patrick	Shino	6	\$3,294,400	36	\$17,099,000	42	\$20,393,400
93	D	Waveland Kendt	16.5	\$12,261,617	9	\$7,910,850	25.5	\$20,172,467
94	Michael	Olszewski	89	\$18,170,886	3	\$1,954,750	92	\$20,125,636
95	Robert	Sullivan	16	\$14,057,750	10	\$5,848,500	26	\$19,906,250
96	Staci	Slattery	25.5	\$19,268,322	1	\$476,500	26.5	\$19,744,822
97	Colin	Hebson	10.5	\$10,518,500	13.5	\$9,200,852	24	\$19,719,352
98	Brian	Moon	15	\$7,866,122	13	\$11,821,250	28	\$19,687,372
99	Sara	McCarthy	9	\$4,946,750	20.5	\$14,619,400	29.5	\$19,566,150
100	Pasquale	Recchia	13.5	\$7,845,500	11	\$11,297,207	24.5	\$19,142,707

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<sup>1</sup> The DreaMaker<sup>SM</sup> mortgage is only available for purchase and no-cash-out refinance of a primary residence 1-4 unit property for 30-year fixed-rate terms. Income limits and homebuyer education may apply on a DreaMaker mortgage.

<sup>2</sup> A 3% down payment on a 30-year, fixed-rate loan of \$250,000 with an interest rate of 7.00% / 7.5746% APR will have 360 monthly principal and interest payments of \$1,663.26. Payments shown do not include taxes, homeowners insurance, or mortgage insurance (if applicable). Actual payments will be higher. This is assuming a New Jersey purchase transaction, 45-day lock, 97% LTV, 720 FICO, detached single family, owner-occupied, closest to zero points, rates change daily.

**The APR shown is based on the interest rate, points, and mortgage insurance only and does not take into account other loan-specific finance charges you may be required to pay.**

For down payments less than 20% on conventional loans, Mortgage Insurance (MI) may be required and MI charges may apply.

<sup>3</sup> The Chase Homebuyer Grant is available on primary residence purchases only. You may qualify for up to \$7,500 in savings when applying for a DreaMaker<sup>SM</sup>, Standard Agency, FHA and VA home purchase mortgage loan product and where applicable census tract requirements are met. Income limits and homebuyer education may apply on a DreaMaker mortgage.

The Chase Homebuyer Grant funds will be applied at purchase loan closing first to points on the loan, if any, then to Chase fees, then to non-Chase fees or down payment. Grant funds may not be used for the down payment on an FHA purchase loan. Speak with a Chase Home Lending Advisor for more information on the savings, including the location eligibility. The Homebuyer Grant may be considered miscellaneous income and may be reportable on Form 1099-MISC (Miscellaneous Information) or Form 1042-S (Foreign Person's U.S. Source Income Subject to Withholding) to the customer and the IRS, for the year in which they are awarded. We encourage customers to consult with a personal tax advisor for questions about the impact to personal income tax returns.

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Cornelis	Hoogstraten	2	\$1,349,000	19	\$17,728,150	21	\$19,077,150
102	Mark	Keppy	20	\$12,549,100	13	\$6,506,705	33	\$19,055,805
103	Leopoldo	Gutierrez	8	\$2,550,600	35	\$16,478,200	43	\$19,028,800
104	Stephanie	Cutter	24	\$11,164,050	21	\$7,856,721	45	\$19,020,771
105	Qiankun	Chen	19	\$6,836,777	30	\$12,113,400	49	\$18,950,177
106	Megan	Tirpak	11.5	\$12,709,000	6	\$6,220,000	17.5	\$18,929,000
107	Rubina	Bokhari	7	\$8,422,450	7	\$10,449,350	14	\$18,871,800
108	Boris	Lehtman	17	\$16,032,000	5.5	\$2,776,450	22.5	\$18,808,450
109	Adam	Zenullahi	13	\$4,678,900	24	\$14,097,500	37	\$18,776,400
110	Vincent	Anzalone	11	\$9,771,490	14	\$8,989,000	25	\$18,760,490
111	Mike	Larson	5	\$7,512,500	8	\$11,177,668	13	\$18,690,168
112	Michael	Shenfeld	11.5	\$10,086,500	12.5	\$8,397,068	24	\$18,483,568
113	Marc	Zale	2	\$2,290,000	21	\$16,156,500	23	\$18,446,500
114	Brady	Miller	16	\$5,999,900	28	\$12,219,600	44	\$18,219,500
115	Stefanie	Lavelle	17	\$10,860,000	12	\$7,184,500	29	\$18,044,500
116	Susan	O'Connor	9	\$6,389,000	9	\$11,621,000	18	\$18,010,000
117	James	Sheehan	14	\$12,450,795	4	\$5,530,000	18	\$17,980,795
118	Cory	Tanzer	28	\$13,133,500	10.5	\$4,815,997	38.5	\$17,949,497
119	Cadey	O'Leary	7	\$8,167,500	7	\$9,749,000	14	\$17,916,500
120	Danny	Lewis	10	\$5,183,250	18	\$12,514,325	28	\$17,697,575
121	Nathan	Binkley	11	\$7,763,500	12	\$9,871,900	23	\$17,635,400
122	Maria	Casciaro	6.5	\$8,457,826	10	\$8,991,000	16.5	\$17,448,826
123	Ali	Bakir	4	\$1,812,500	16	\$15,180,500	20	\$16,993,000
124	Scott	Berg	32	\$16,674,199	0	\$0	32	\$16,674,199
125	Beata	Gaska	13	\$12,490,234	5	\$4,015,000	18	\$16,505,234
126	Jacob	Reiner	17	\$7,130,900	24	\$9,256,700	41	\$16,387,600
127	R. Matt	Leutheuser	3.5	\$12,855,000	4	\$3,490,000	7.5	\$16,345,000
128	Patrick	Teets	12	\$14,349,000	1	\$1,800,000	13	\$16,149,000
129	Jennifer	Liu	19	\$15,628,700	2	\$520,000	21	\$16,148,700
130	Meg	Daday	16	\$7,674,271	12.5	\$8,453,250	28.5	\$16,127,521
131	Adele	Lang	7	\$4,859,750	20.5	\$11,195,250	27.5	\$16,055,000
132	Kimber	Galvin	7	\$5,417,750	13	\$10,626,000	20	\$16,043,750
133	Michael	Yeagle	11	\$12,913,000	4	\$3,108,000	15	\$16,021,000
134	Santiago	Valdez	15	\$4,766,276	26.5	\$11,184,500	41.5	\$15,950,776

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Michael	Saladino	19	\$6,323,500	21.5	\$9,471,685	40.5	\$15,795,185
136	Theodora	Jordan	9	\$5,818,000	12	\$9,922,126	21	\$15,740,126
137	Daniel	Spitz	13	\$8,179,850	10	\$7,483,400	23	\$15,663,250
138	Kathryn	Barry	14.5	\$7,758,000	13.5	\$7,744,000	28	\$15,502,000
139	Rafael	Murillo	7.5	\$10,528,500	6	\$4,949,500	13.5	\$15,478,000
140	Kate	Gaffey	5.5	\$2,541,750	19.5	\$12,800,900	25	\$15,342,650
141	Meredith	Manni	6	\$9,736,500	4	\$5,595,000	10	\$15,331,500
142	Ryan	Cherney	29	\$11,452,150	2	\$3,850,000	31	\$15,302,150
143	Naja	Morris	22	\$8,986,275	12.5	\$6,240,100	34.5	\$15,226,375
144	Tony	Mattar	2.5	\$2,929,000	21	\$12,157,825	23.5	\$15,086,825
145	Jacob	Tasharski	9.5	\$6,110,500	10	\$8,972,500	19.5	\$15,083,000
146	Elena	Theodoros	13.5	\$9,617,347	6	\$5,369,500	19.5	\$14,986,847
147	Salvador	Gonzalez	18	\$5,690,400	32.5	\$9,095,300	50.5	\$14,785,700
148	Mario	Barrios	5	\$2,717,500	20	\$11,998,500	25	\$14,716,000
149	Justin	Lucas	12	\$7,889,000	8	\$6,811,767	20	\$14,700,767
150	Tyler	Stallings	8.5	\$5,651,200	14	\$8,940,500	22.5	\$14,591,700

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Kathryn	Schrage	16	\$7,997,400	14	\$6,432,888	30	\$14,430,288
152	Jeremiah	Fisher	7	\$3,892,000	16	\$10,535,749	23	\$14,427,749
153	Benjamin	Lissner	7	\$2,822,500	25	\$11,592,500	32	\$14,415,000
154	Melissa	Edidin	8	\$6,235,380	7	\$8,175,000	15	\$14,410,380
155	Elizabeth	Lothamer	3	\$1,671,596	19.5	\$12,564,100	22.5	\$14,235,696
156	Steven	Powers	11.5	\$7,143,000	6	\$6,992,500	17.5	\$14,135,500
157	Shay	Hata	7.5	\$4,096,954	15.5	\$10,027,912	23	\$14,124,866
158	Ashley	Cox	10.5	\$6,314,000	12.5	\$7,783,338	23	\$14,097,338
159	Ronda	Fish	8	\$9,470,000	5	\$4,606,000	13	\$14,076,000
160	Davia	Lipscher	11	\$6,853,750	15	\$7,218,500	26	\$14,072,250
161	Wade	Marshall	7.5	\$7,335,000	7	\$6,731,500	14.5	\$14,066,500
162	Dan	Nelson	4	\$2,531,750	22	\$11,482,850	26	\$14,014,600
163	Jennifer	Romolo	3.5	\$1,303,600	22	\$12,687,000	25.5	\$13,990,600
164	Katie	Hutchens	9	\$9,705,500	3	\$4,265,000	12	\$13,970,500
165	Stephanie	LoVerde	12	\$4,992,300	15	\$8,949,900	27	\$13,942,200
166	Marzena	Frausto	11	\$4,857,786	16	\$8,946,099	27	\$13,803,885
167	Azeem	Khan	3	\$9,141,999	2	\$4,629,500	5	\$13,771,499
168	Andrew	Glatz	16	\$7,916,770	10	\$5,832,770	26	\$13,749,540
169	Nick	Kluding	4	\$3,595,000	9	\$10,067,000	13	\$13,662,000
170	Guido	Piunti	2.5	\$1,186,500	18	\$12,473,402	20.5	\$13,659,902
171	Deborah	Hess	6.5	\$3,946,200	20	\$9,707,000	26.5	\$13,653,200
172	Eamonn	Stafford	22	\$8,798,200	18	\$4,769,050	40	\$13,567,250
173	Michael	Greco	9.5	\$5,607,500	14	\$7,949,500	23.5	\$13,557,000
174	Lisa	Kalous	4.5	\$3,957,000	13	\$9,594,300	17.5	\$13,551,300
175	Diana	Grinnell	11	\$7,210,000	8	\$6,259,000	19	\$13,469,000
176	Leonardo	Rojas	5	\$1,500,000	29	\$11,954,000	34	\$13,454,000
177	David	Betancourt	9	\$3,826,000	21	\$9,613,900	30	\$13,439,900
178	Kristin	Gonnella	7	\$3,993,709	16	\$9,433,686	23	\$13,427,395
179	Jacqueline	Alter	17	\$7,778,500	15	\$5,517,400	32	\$13,295,900
180	Cynthia	Sodolski	8	\$6,035,550	9	\$7,193,500	17	\$13,229,050
181	Nicholas	Apostal	10	\$8,066,000	9	\$5,158,000	19	\$13,224,000
182	Patrick	O'Brien	9	\$4,852,700	7	\$8,343,026	16	\$13,195,726
183	Erin	Mandel	7.5	\$9,011,875	3	\$4,099,800	10.5	\$13,111,675
184	Karl	Vogel	12	\$7,871,900	6	\$5,232,000	18	\$13,103,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Zachary	Koran	15	\$8,297,700	8	\$4,764,500	23	\$13,062,200
186	Chris	McComas	10	\$6,581,450	5	\$6,441,000	15	\$13,022,450
187	Camie	Cirrincione	13.5	\$4,760,300	16	\$8,261,900	29.5	\$13,022,200
188	Eudice	Fogel	7	\$5,468,750	9	\$7,547,400	16	\$13,016,150
189	K.C.	Lau	5.5	\$3,774,750	10	\$9,158,500	15.5	\$12,933,250
190	P Corwin	Robertson	8	\$12,903,525	0	\$0	8	\$12,903,525
191	Iris	Kohl	6	\$4,931,000	12	\$7,881,000	18	\$12,812,000
192	Melanie	Carlson	11.5	\$6,627,500	9	\$6,107,300	20.5	\$12,734,800
193	John	Grafft	10.5	\$9,350,300	3	\$3,350,000	13.5	\$12,700,300
194	Natasha	Motev	7.5	\$10,915,000	2	\$1,780,000	9.5	\$12,695,000
195	Steven	Jurgens	6.5	\$6,392,400	6	\$6,300,900	12.5	\$12,693,300
196	Gail	Spreen	28.5	\$10,837,750	7	\$1,834,500	35.5	\$12,672,250
197	Iryna	Dzhudzhuk	2	\$431,000	24	\$12,199,400	26	\$12,630,400
198	Rebecca	Sexson	12.5	\$6,209,000	11	\$6,376,999	23.5	\$12,585,999
199	Amy	Duong	5.5	\$3,179,750	15	\$9,365,400	20.5	\$12,545,150
200	Nicole	Hajdu	13.5	\$5,517,400	17.5	\$7,020,100	31	\$12,537,500

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Rizwan	Gilani	9	\$3,745,750	13.5	\$8,696,950	22.5	\$12,442,700
202	Heather	Hillebrand	9.5	\$8,710,872	7	\$3,729,500	16.5	\$12,440,372
203	Xiaojing	Frost	6.5	\$2,885,018	13	\$9,542,500	19.5	\$12,427,518
204	Joelle	Cachey Hayes	5.5	\$5,191,875	5.5	\$7,222,500	11	\$12,414,375
205	Tiffany	Bishop	7.5	\$12,398,974	0	\$0	7.5	\$12,398,974
206	Pablo	Galarza	25.5	\$7,953,450	17.5	\$4,423,550	43	\$12,377,000
207	Tere	Proctor	5	\$8,976,510	1	\$3,400,000	6	\$12,376,510
208	Bridget	Sheahan	10	\$10,952,500	0.5	\$1,407,250	10.5	\$12,359,750
209	Cassandra	Bockman Hart	7	\$3,218,500	19	\$9,140,900	26	\$12,359,400
210	Michael	McGuinness	8	\$4,190,333	17	\$8,159,999	25	\$12,350,332
211	Ryan	Huyler	8	\$8,231,000	6.5	\$4,102,500	14.5	\$12,333,500
212	Richard	Kasper	9	\$6,583,575	9.5	\$5,744,500	18.5	\$12,328,075
213	Olin	Eargle	5	\$2,748,025	14	\$9,435,750	19	\$12,183,775
214	Tiffeny	Meyers	8.5	\$3,360,500	22.5	\$8,795,600	31	\$12,156,100
215	Lisa	Petrik	7	\$6,440,000	7	\$5,651,500	14	\$12,091,500
216	Anne	Rossley	12	\$6,325,500	5	\$5,727,500	17	\$12,053,000
217	Roman	Popovych	13	\$11,980,000	0	\$0	13	\$11,980,000
218	Elizabeth	Caya	6	\$3,183,000	17	\$8,714,900	23	\$11,897,900
219	Robert	Yoshimura	18	\$7,703,500	7	\$4,182,500	25	\$11,886,000
220	Nancy	Huetteman	22	\$9,790,500	4	\$2,050,000	26	\$11,840,500
221	India	Whiteside	7.5	\$6,571,500	6	\$5,223,150	13.5	\$11,794,650
222	Chloe	Ifergan	11.5	\$6,506,800	6	\$5,244,000	17.5	\$11,750,800
223	Frank	Montro	36	\$8,550,794	18	\$3,150,124	54	\$11,700,918
224	Vikas	Wadhwa	7.5	\$5,931,750	7	\$5,723,000	14.5	\$11,654,750
225	Jaime	Campos	6	\$2,150,900	16	\$9,473,500	22	\$11,624,400
226	Lisa	Reznick	9	\$7,988,500	5	\$3,590,000	14	\$11,578,500
227	Lindsey	Richardson	18	\$8,432,250	8	\$3,141,700	26	\$11,573,950
228	Robin	Phelps	9	\$5,357,500	11	\$6,116,400	20	\$11,473,900
229	Trisha	San Juan	4	\$1,867,000	16	\$9,515,900	20	\$11,382,900
230	Keith	Goad	9	\$5,975,000	7	\$5,299,000	16	\$11,274,000
231	Suzanne	Gignilliat	7.5	\$10,040,500	1	\$1,230,000	8.5	\$11,270,500
232	Dominic	Irpino	14	\$5,189,800	11	\$6,061,900	25	\$11,251,700
233	Charles	Gullett	11.5	\$6,577,000	8	\$4,673,000	19.5	\$11,250,000
234	Eugene	Abbott	10.5	\$4,692,000	12.5	\$6,557,000	23	\$11,249,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Benjamin	Yeager	9.5	\$11,220,950	0	\$0	9.5	\$11,220,950
236	Lauren	Shimmon	8	\$3,106,995	14	\$8,106,125	22	\$11,213,120
237	Jason	Rowland	9	\$7,292,250	5	\$3,867,000	14	\$11,159,250
238	Jodi	Slutzky	12	\$4,933,300	10	\$6,196,000	22	\$11,129,300
239	Laura	Bibbo Katlin	7	\$7,019,800	3	\$4,080,000	10	\$11,099,800
240	Peter	Green	4.5	\$1,855,500	10	\$9,233,000	14.5	\$11,088,500
241	Benjamin	Bass	13	\$10,090,700	1	\$985,000	14	\$11,075,700
242	Ryan	Gossett	2	\$1,993,000	13	\$9,074,000	15	\$11,067,000
243	Azin	Amiran	7.5	\$8,064,950	3	\$2,999,000	10.5	\$11,063,950
244	Phyllis	Smith	13.5	\$7,134,500	8	\$3,918,500	21.5	\$11,053,000
245	Elizabeth	Amidon	11	\$8,145,500	6	\$2,905,000	17	\$11,050,500
246	Karen	Ranquist	5.5	\$5,470,000	4.5	\$5,577,500	10	\$11,047,500
247	Kelly	Johnson	8	\$6,349,400	6	\$4,693,750	14	\$11,043,150
248	Reve'	Kendall	19	\$9,117,650	5	\$1,908,000	24	\$11,025,650
249	Stephen	Hnatow	5	\$3,955,500	7	\$7,064,500	12	\$11,020,000
250	Mary	Mac Diarmid	6	\$5,171,750	5	\$5,810,000	11	\$10,981,750

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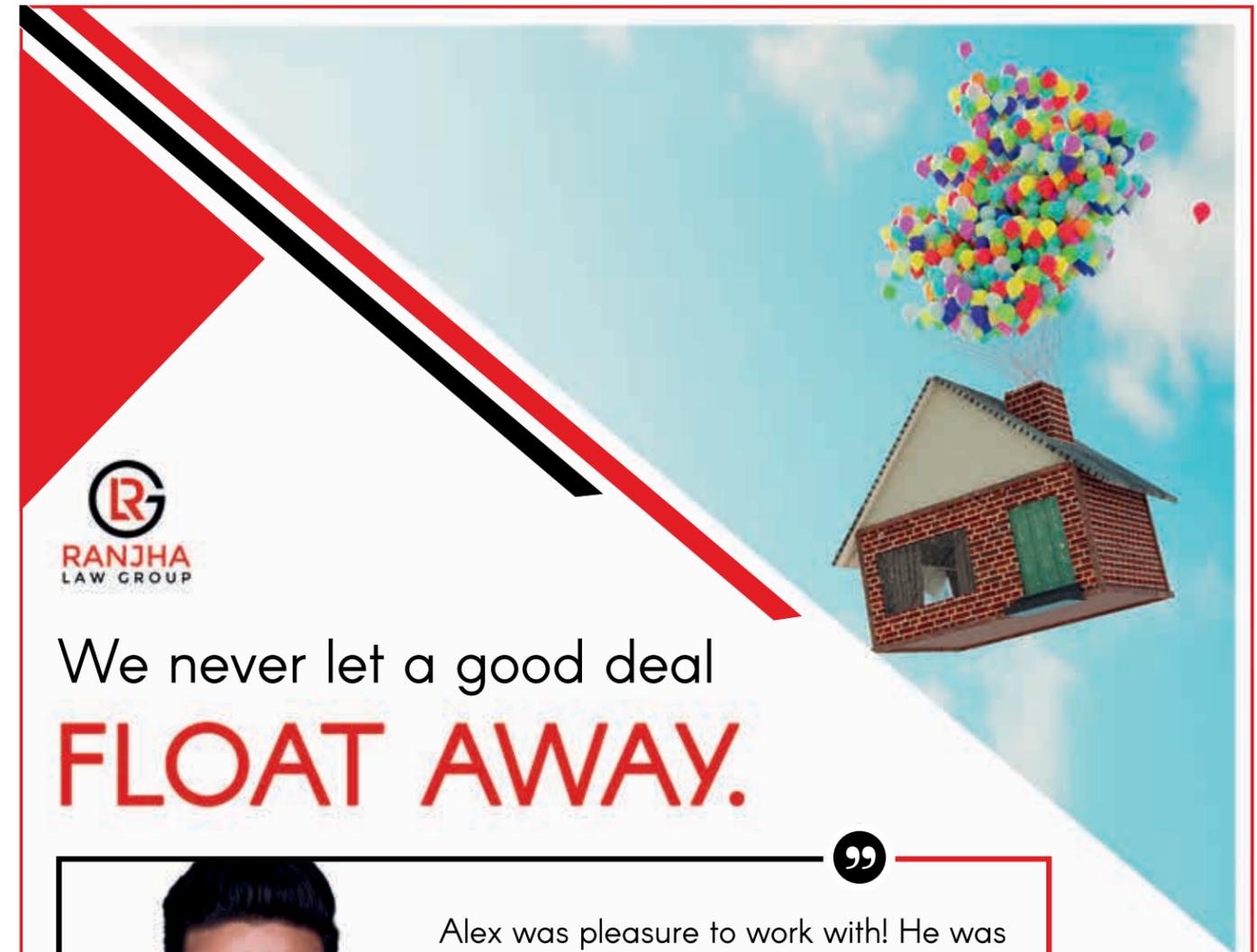
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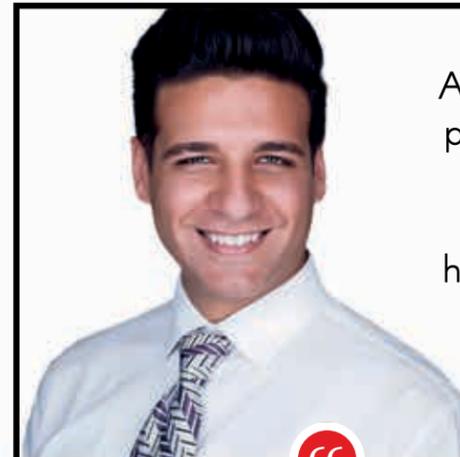
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