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WINTER EVENT:  
Agent Panel

Hosted by Sociale Chicago  
Thursday, February 1st, 10AM  
Details on page 50





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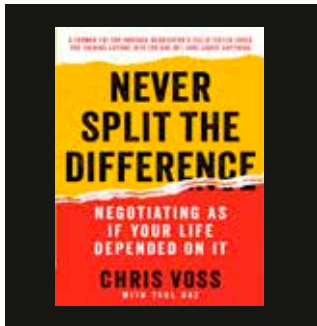




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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com)

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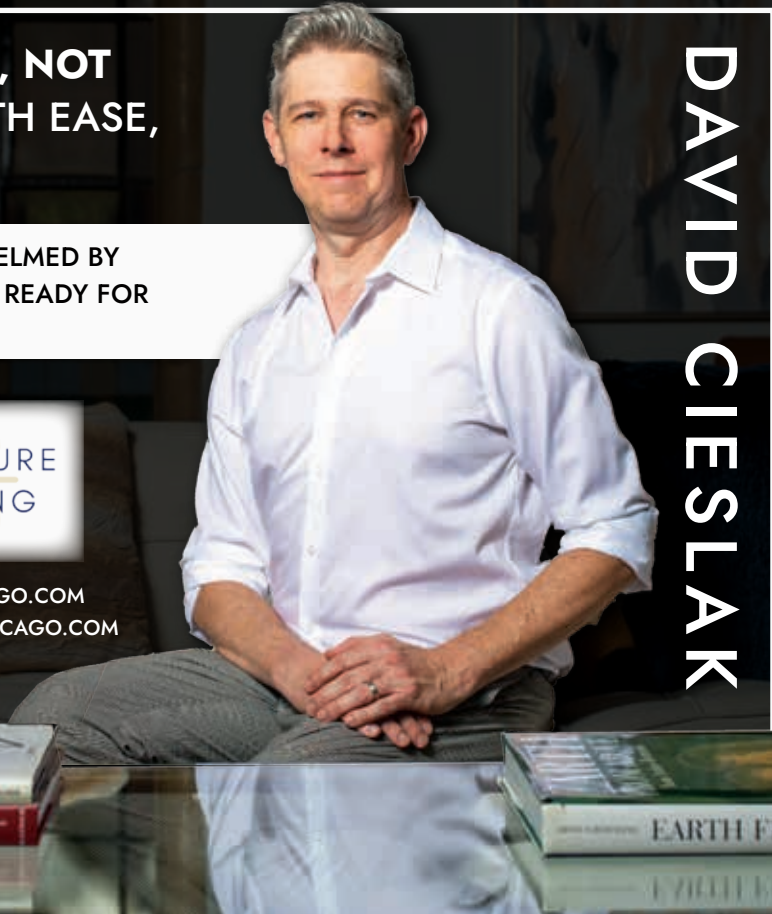
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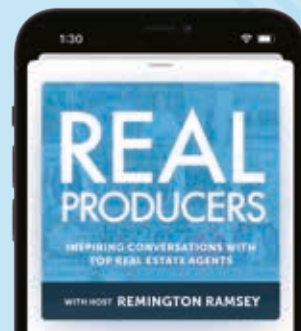
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PUBLISHER'S  
**NOTE**

We generally kick off our first event of the year with a panel of market experts sharing their insights and instilling confidence in our community. This is always a much-needed boost as everyone settles into the new year. The beauty of bringing everyone together to learn for collective growth is a win for the entire industry. We are looking forward to our 2024 winter event where Carrie McCormick, Jeff Lowe, Matt Laricy, Sam Shaffer, and Phil Byers, have graciously carved out time to help elevate our knowledge of the industry. A huge thank you to Sociale Chicago for providing the *Chicago Real Producers* community a space to connect.

For those seeking an extra dose of motivation and wisdom from local experienced agents, listen to the *Real Producers* podcast at [podcast.realproducersmag.com](http://podcast.realproducersmag.com). Our very own Ben Lalez, Tommy Choi, Josh Weinberg, and Leigh Marcus were interviewed last year, and you can explore their specific episodes dated September 21st, October 12th, and November 9th, respectively. If you know of someone who should share their story on the podcast, please reach out.



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# ED GROCHOWIAK

## *Doubling Up*

Ed Grochowiak is not afraid of hard work. Known as “the Double Agent” in some circles, he has achieved great success as both a real estate agent and a sports agent—two professions he maintains to this day. The passion he has for both businesses is deeply rooted within the connection he has to his community, his family, and his love of helping others.

For the past 100+ years, Ed’s family has inhabited the Bucktown neighborhood of Chicago, where Ed was born and raised and lives to this day. As a young Irish dancer, Ed learned early how to train and compete on an international level. But most importantly, he also learned how to lose graciously.

“Losing taught me to not take things personally, which has especially helped in real estate,” he explains. “Losing is a part of life, and I have gotten used to it. Training and practice are what matter most, not the results. The same is true in real estate as in life: it’s about the development and the training, not the sales number or total volume.”

It was loss that first got Ed into real estate back in 2015. His father and grandmother passed away in December 2013, leaving multiple properties for his mother to manage. “It was devastating to lose my dad and grandma within weeks [of each other],” he says. To learn more about the real estate industry to help his mom, Ed decided to get his license.



He was excited to take on the challenge of learning and navigating a new industry. He’d always thrived in school. Ed earned his bachelor’s in sport management at the University of Dayton. Then, after college, he moved back to the city and founded GoEmpire Group, a full-service basketball agency where he works as a basketball agent to this day. He then obtained his master’s in sport administration from Northwestern University in 2013.

The passing of his father, in particular, was a pivotal moment in Ed’s life. He sought out gratitude and mindfulness courses and practices to help him cope with the loss, but they also helped him grow into the individual he has become. This transformative time helped Ed realize that he wanted to live a life of service to others and that real estate would be the means by which he would accomplish that goal.





Ed with his mother and sister.

“It is heartbreaking when someone you love dies, yet there is a real opportunity to be grateful for the love that person showed you while they were alive. My life is a reflection of all of the sacrifices and love that my father and grandmother gave me,” shares Ed.

There are many people whom Ed expresses gratitude for and even credits for his success. “I stand on the shoulders of at least fifteen people,” he says. “The success is not just about me, but about all the people who came before me, like my parents, grandparents, mentors, friends, and contemporaries.”

Ed’s work ethic is what truly sets him apart. His secret to staying motivated is to lean into the work, as well as having a system that he runs daily. He begins each day with reflection, reading, and a workout to set himself up for a productive day: “When I fill my cup first, I am able to execute and produce at a high level for my clients and businesses,” explains Ed.

“For me, there is no substitute for hard work and persistence, so simply putting in the work is my recipe,” he continues. “I think of my grandparents who worked in factories and grocery stores—I know that I come from a stock of people who always worked hard and had multiple jobs. The work I do is easy compared to the work they did, so I have no excuse but to keep my head down and produce.”



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Family has always been very important to Ed. He spends most of his free time with his mom; his sister, Meg; and their family dogs, Enda and Oisin. In fact, Meg is his business partner and the co-founder of Groho Group with @properties Christie’s International Real Estate. They are a very tight-knit family who love working on their shared business and traveling the world together. Ed’s biggest passion outside of work is travel, but he also enjoys biking around the city and working out with his trainer at Midtown Athletic Club in Bucktown.





Inside real estate, Ed is passionate about using social media to grow his business. He's also enthusiastic about mentoring the REALTORS® on his team, showing them how they can level up their businesses and live the life they truly desire. "I want to see other people win," he says. "Having an abundance mindset and helping coach other REALTORS® build out successful businesses is important to me. When I can help others, I see my true path emerge."

To his fellow REALTORS® and entrepreneurs, Ed says you can accomplish anything you want in life if you allow

yourself to believe that you deserve it. He stresses the importance of self-care—taking care of one's mind, body, and spirit.

"If you can clean things up in your personal life, then the business successes flow easily," Ed emphasizes. "Try not to focus on the sales and money, but instead focus on what you are doing for yourself. Are you working out regularly? What are your eating habits? Are you part of communities that support wellness? Are you cutting out what does not serve you in your life? Prioritize yourself first and you'll achieve anything you want to in the future. Be selfish! Care for yourself so you can show up for all those you love, fully."



Ed with his dog, Enda.



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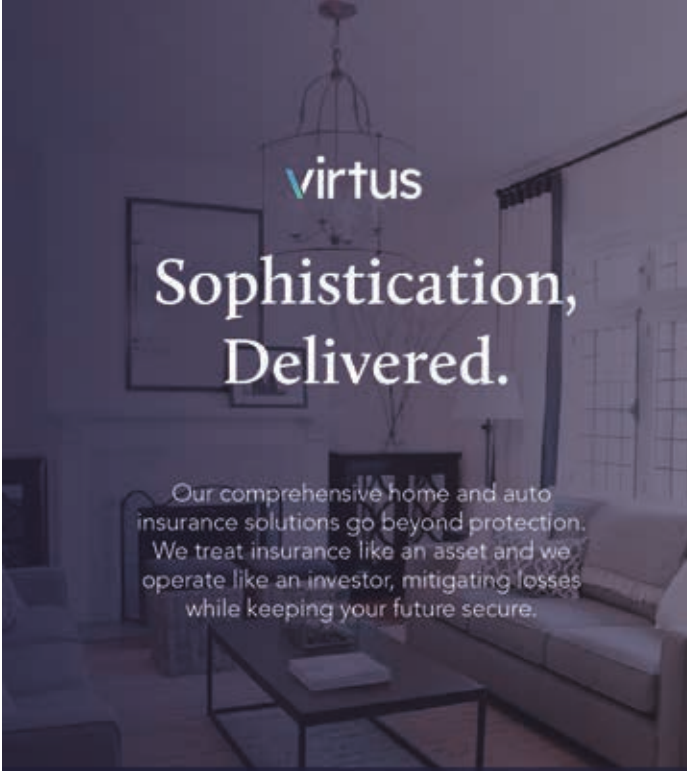



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# THE Joel Schaub MORTGAGE TEAM

## An Unstoppable Force in a Volatile Market

In the ever-changing world of real estate, few teams have proven as resilient and dynamic as the Joel Schaub Mortgage Team. In the face of market instability and widespread industry layoffs, this team continues to prove itself a beacon of solidarity and resilience. They have even served as a role model for others in their business.

While the real estate market has always been known for its unpredictability, many businesses struggle to keep up with the rapid changes, and yet, the Joel Schaub Mortgage Team seems to rise above these challenges with notable ease. The secret behind their success? A steadfast commitment to innovation, a REALTOR®-centric approach, and a ceaseless drive for growth.

Their mantra is simple yet powerful: “Givers Gain.” This commitment to superior service underscores their operations, fostering a culture of professionalism that has enabled them to thrive, even in the most challenging market conditions. It’s their unwavering dedication to their craft that has seen them continue to grow and prosper.

Joel Schaub, a veteran of the mortgage industry, stands at the helm. Having written loans since 2005, Joel’s experience spans nearly two decades. His leadership and unique perspective on the market’s shifts and turns not only allows the team to navigate any size storm with skill and agility, but to also turn challenges into opportunities for growth.

Joel’s approach to business is rooted in education. He believes in empowering clients— equipping

them with the knowledge and tools they need to become the heroes of their own stories. This client-centric philosophy has proven incredibly successful, as it fosters strong relationships and drives repeat business.

However, Joel will tell you that the strength of the Joel Schaub Mortgage Team extends far beyond himself. Key to their success is the diverse and talented team he and his wife, Christine Schaub, the team’s creative director, have built despite industry layoffs. “Each member plays a critical role in our collective triumph,” says Joel, and notes, “Christine’s team leadership and strategic vision have been instrumental in steering our team through turbulent times, ensuring we not only survive but thrive.”

A recent addition to the team is Angie Wozniak, director of business development. Angie’s unique role—a hybrid of a licensed loan officer and business developer— adds another layer of expertise to their operations.

Working in tandem with Angie and Christine is Derek Nutter, the marketing coordinator. This powerful trio has been driving business growth and creating innovative marketing strategies that has set the Joel Schaub Mortgage Team apart from its competitors.”

Their collective efforts have resulted in a comprehensive platform for REALTORS® seeking to expand their networks and grow their businesses. The Joel Schaub Mortgage Team offers a holistic solution, providing everything from business plan development to hosting creative and innovative events. Their one-stop-shop approach has proven incredibly popular amongst REALTORS®, which has only further cemented their reputation as a leading force in the industry.





**“EACH MEMBER PLAYS A CRITICAL ROLE IN OUR COLLECTIVE TRIUMPH.” — JOEL**



The Joel Schaub Mortgage Team’s resilience in the face of adversity is a testament to their unity, professionalism, and commitment to their clients and REALTOR® partners. Despite the challenges thrown their way, they continue to innovate and grow. Already known for setting a high professional bar that others aspire to, this team is out to set new and even higher standards in the mortgage industry.

Amidst real estate’s volatility, the Joel Schaub Mortgage Team continues to stand as a pillar of stability and strength for their clients, colleagues, and business partners alike.

Their success proves true their belief that with the right team, the right leadership, and the right approach, any challenge can be turned into an opportunity that allows them to better serve their clients and REALTOR® partners.

As they look to the future, one thing is clear: the Joel Schaub Mortgage Team is stronger than ever, ready and able to navigate whatever the market throws their way. “In fact, their mantra, ‘Givers Gain,’ reflects their own story and commitment to service: it’s all about the relentless pursuit of excellence.

To reach the Joel Schaub Mortgage Team and to learn more about the services they provide their clients, visit their website [www.joelschaub.com](http://www.joelschaub.com) or call 773-654-2049.





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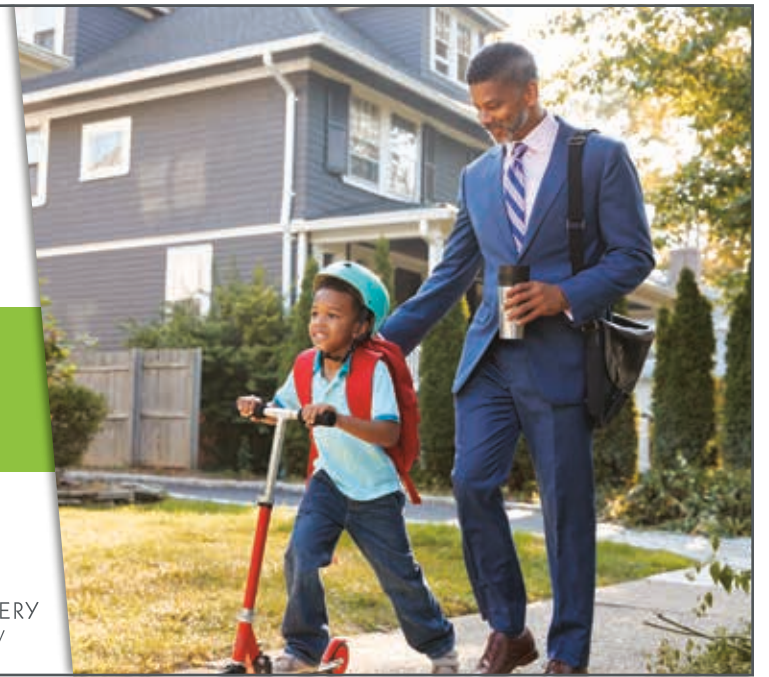
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## REAL DEAL BOOK CLUB:

Must-Reads for Real Estate's Most Successful Players

» business article

### Never Split the Difference by Chris Voss

"Never Split the Difference" is a book written by former FBI hostage negotiator Chris Voss. It outlines a set of strategies for successful negotiation and conflict resolution, based on the author's experiences in high-stakes hostage situations.

Chris argues that effective negotiation is less about logic and more about understanding the emotional needs and motivations of the other party.

He emphasizes the importance of listening actively and empathizing with the other person, as well as using strategic questions and "mirroring" to build rapport and gain insight into the other person's perspective.

The book is a valuable read for anyone who wants to improve their negotiation skills, whether it's for personal or professional purposes. Chris' techniques can be applied to a variety of situations, like real estate, sales, and even personal relationships. By understanding and applying these strategies, readers can learn to navigate difficult conversations and reach more mutually beneficial outcomes.

Here are three key things you could learn from reading the full book:

1. How to use empathy and active listening to understand and align with your counterparts' motivations.
2. How to ask targeted questions to gain insight into the other person's perspective.



3. How to move away from traditional compromise-based negotiation tactics and focus on finding mutually beneficial outcomes.

If you're interested in developing your negotiation skills and becoming a more effective communicator, it's worth checking out.

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

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» cover story

By Chris Menezes  
Photos by Sonya Martin

# Full of Life

**Darrell and Jill Scott, the husband-and-wife duo behind the top-producing real estate team The Scott Group at Compass, are more than mere brokers trying to build a business: they are devoted parents, community members, and team leaders, committed to raising a family while creating a supportive, family-like environment for their clients, team members, and everyone looking for a place to call home.**

While real estate and family go hand-in-hand for Darrell and Jill today, it was once a point of contention for the young couple. When they first started dating in 2013, Darrell was already working in real estate as a leasing agent. Darrell, who had earned his master's in architecture then obtained his real estate license in 2010, was accustomed to the industry's demand of working 24/7. Understandably, Jill wasn't too happy with him working every night and through every weekend. All their fights revolved around Darrell's busy work schedule.

Then, one weekend in 2014, Darrell found himself overbooked with rental clients and suggested that Jill obtain her 120-day leasing permit so she could help cover for him. Jill not only picked up the extra clients but closed them in one day. Finding a new passion, she quit her marketing day job and officially joined Darrell shortly afterward.

# THE SCOTTS

Darrell  
& Jill







The Scott Group: Vanessa Kanavos, Cody Horvat, Darrell Scott, Jill Scott, Travis Smith, Dhvani Patel, and Matt Murphy.

Jill and Darrell have been knee-deep in kids and real estate since 2019, when they had their first child, Declan, and also joined Compass with the intention of converting their business from rentals to sales. The growth of The Scott Group has coincided with the growth of their family: having their second child, Drake, in 2020, and their third child, Delanie, in 2022.

Growing a business with three kids under the age of three has been, as Jill puts it, “chaos.” But she wouldn’t have it any other way. “No day is the same as a REALTOR® or as a mother. I don’t have a strict schedule for my kids; we all fly by the seat of our pants and that’s what works best for us. It makes my kids adaptable,” she explains.

The secret to the Scotts’ success is found within the seamless integration of real estate into their everyday lives. They cultivate a company culture that values family and friendship. They also promote a work environment that aligns with

personal passions: they empower their team to build their business through pursuits they genuinely love, whether that’s coaching softball, or participating in a bowling team or book club—all things team members actively engage in.

Jill shares her thoughts on playing to strengths: “With social media, we’re constantly seeing what everyone around us is doing. And in the past, we’d quickly try to replicate other agents’ strategies, but then we realized our strengths aren’t necessarily the same as [those of] other agents. We’re all wildly different, and that’s okay. You can’t make your weaknesses your strengths. So, our focus is on being authentic,” she says.

Darrell and Jill bring completely different strengths to their business. Darrell is very detail-oriented and data-driven, and he focuses on the design and systems of homes, while Jill excels in relationship building. Their skills complement each other, which makes it easier for them to overcome challenges and deliver an exceptional experience for their clients.

“We’re different, but our focus is the same: delivering a luxury real estate experience to clients at any price point. Plus, we both know the rental market and rental buildings better than most agents, having built our business on converting renters into buyers,” shares Darrell.

“We’ve rarely argued about working nights and weekends since then,” Darrell quips.

When Darrell and Jill started their business, they had to navigate the daunting task of building it from the ground up. Although both are originally from the small town of Noblesville, Indiana, their paths never converged until after college, when they had each moved to Chicago. Starting their careers as REALTORS® in a new city, they faced the challenge of establishing themselves without the support of local connections or family networks.

Fortunately, Jill is a social butterfly by nature, and as the two got more involved in the community and established relationships, the business followed. In fact, Jill’s motto is “the more people you talk to, the more money you’ll make.” Along with real estate, they both have a passion for creating a safe environment for disadvantaged kids and have been volunteering with the Off The Street Club in Chicago since 2015. They even plan to adopt in the near future, which will complete their family of six.

**“YOU CAN’T MAKE YOUR WEAKNESSES YOUR STRENGTHS. SO, OUR FOCUS IS ON BEING AUTHENTIC.” — JILL**







“We’re different, but our focus is the same: delivering a luxury real estate experience to clients at any price-point.” - Darrell

Jill and Darrell are also quick to credit their team for their success. The Scott Group consists of seven agents—Travis Smith, Matt Murphy, Vanessa Kanavos, Dhvani Patel, and Cody Horvat—all brokers and seasoned agents with real estate portfolios of their own, though all were renters when they started. Darrell and Jill have most enjoyed seeing the growth of their team both inside and outside of work.

“We always wanted a small but mighty team that’s so strong, no one can tell who runs it, and that’s what we’ve built,” Jill affirms. “Success is enjoyable when it’s shared—it’s living a balanced life with our family while being financially stable and enjoying our success with our kids, all while setting the example of hard work for them and our team.”

Balancing three young kids and a business keeps Darrell and Jill very busy. When they can get away, they enjoy traveling and spending time at their lake house on Lake Wawasee in Indiana, where they can boat, waterski, tube, and wakeboard. They also enjoy everything Chicago has to offer for their kids and their date nights together.

As Darrell and Jill continue to grow their thriving business and their family, one thing is certain, they will continue to live life to its absolute fullest.

Darrell and Jill with their three children.



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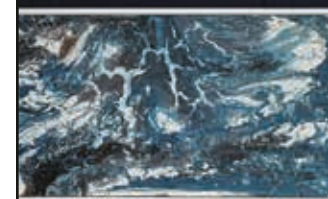
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Jarret with his wife, Elise, and their daughter, Sienna.

# JARRET » on the rise JARVIS

By Lauren Young  
Photos by Prestige Real Estate Images Inc.

A REALTOR® with a Cause

“In high school I started selling T-shirts out of my locker and assembled a sales team of students from each grade,” says Jarret Jarvis, REALTOR® at Compass in Chicago. “We sold around 400 T-shirts in a week, and I received a commission from the manufacturer. I didn’t know I was running my own business. I was just having fun connecting with people and offering them something they loved. Just like real estate!”

Since those school days, this aspiring entrepreneur has moved beyond T-shirts. Jarret grew up in Arlington Heights and Schaumburg with his mom and salesman dad. He would spend summers in Dayton, Ohio, with his grandmother, Jan, and hero grandfather, Roger—a major in the US Air Force who was awarded many medals for bravery in the Vietnam War.

After high school, Jarret attended Illinois State University where he majored in marketing. During his college years, he continued to practice his entrepreneurial aptitude. “Not many people know that in college I was a booking agent and manager for several musicians and music groups,” he says. “Over a period of three years, I helped my clients



book over seventy-five concerts/gigs, and a few often opened for several major artists like Wiz Khalifa and G-Eazy.”

After graduating in 2014, Jarret started his marketing career in building-materials sales, and was calling on lumber yards, roofing suppliers, builders, contractors, and retail stores.

“In any given year, I had to drive anywhere from 30,000 to 40,000 miles around Chicago, and I listened to finance and real estate podcasts as I drove,” recalls Jarret. “That began my journey into buying investment properties.”

As he began to purchase properties, family and friends began to ask him real estate-related questions. His new-found expertise had him consider a future career in the industry. So Jarret spent many nights in the Sulzer Regional Library in Lincoln Square, studying for his license exam. It wasn’t long before he’d earned his license and transitioned into life as an agent.

“I became a REALTOR® because I genuinely love connecting with people and guiding them on their journey to finding the perfect home,” says Jarret. “It’s not just a job; it’s a chance for me to make a positive impact on individuals and families.”

“Real estate has also played a pivotal role in my desire for personal growth and professional fulfillment,” he adds. “It’s a field where learning is a continuous journey. And it’s a career in which I can create lasting relationships and make a meaningful difference, especially in giving back to the charities I love.”



Included in this list of organizations is the Associate Board of the NorthShore University HealthSystem, which raises funds for NorthShore's pediatrics divisions. It's a cause that became more personal when Jarret's daughter, Sienna, who was born there, arrived ten weeks early in 2022. "My wife, Elise, and I had to lean on our friends, family, and colleagues to help us through that time," Jarret says. "The experience brought me closer to my faith and through that, I've begun to donate more time and resources to charities all around Chicago." In 2023, Jarret held events that raised over \$190,000 for NorthShore.

He has also been active with Feeding People Through Plants, a charity that provides tents and food for the unhoused. He's also served with Cradles to Crayons, a group that supports children in poverty.



I became a REALTOR® because I genuinely love connecting with people and guiding them on their journey to finding the perfect home.



ethic. His experience informs the advice he regularly gives to new agents and those interested in a career in real estate:

"I often say to up-and-coming top producers, 'Stay in your lane: focus on the one big thing that you're good at. Focus all your effort on that, and surround yourself with mentors that have done what you want to do,'" he says.

In real estate, Jarret has found the ideal blend of financial success, intellectual challenge, and freedom to focus on positive causes that keep him engaged. He sees himself in this industry for the long haul.


He explains, "It's the mix of reaching my objectives, feeling good, and helping others that defines success for me."







Jarret volunteering with The Orange Tent Project in Chicago.


"I'm very passionate about the progress I've made in my charitable actions," says Jarret. "This year, I started a quarterly volunteer event in partnership with the Compass Young Professionals Board. So far, we've volunteered over ninety hours and counting."

Looking forward, Jarret hopes to continue to grow his business, which will enable him to help more people. He credits his quick success to leaning into his strengths, especially his background and knowledge of building materials and home renovations, and his consistent work





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# Christina & Sohail Salahuddin

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Taking It  
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Photo by Carlos Miranda

...Of course, it wasn't all rose petals. There were adjustments that had to be made as they learned to work together as professionals. However, over their many years together as a couple, they had already learned how to accept each other as is, to appreciate each other's differences, and still exist as one entity in spite of them, which made the transition to being business partners much easier. Additionally, they share the same work ethic, values, and passion for helping people. They are both involved with personal development, and enjoy working out, reading, and practicing their spirituality together.

Given their years of experience working together, the advice they offer other couples who are considering getting into business together is "to establish clear expectations and stay in your lane. Take a personality assessment [test] to know both your and each other's personality type. Learn to control your emotions and ego. Take professional development training and coaching classes together to remain on the same page, and to hold each other accountable." ...

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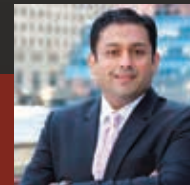
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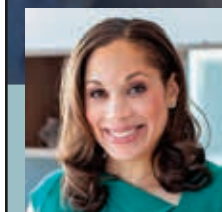
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in downtown Shanghai, she was not given much growing up and had to figure things out for herself; her diplomat parents were often assigned overseas postings.

“I was raised by my grandmother, who was illiterate, and though she did her best to feed me, she was in no position to support me, help me, or assist me on a larger scale to achieve the goals I set for myself,” explains Xun.

study here. She assumed the position Country Manager for some prestigious European machinery manufacturers and spearheaded their operations in China—she set up representative offices, established distribution channels, and later identified joint-venture partners for local production.

The next twenty years saw Xun move from Beijing to Florida, Hong Kong, Malaysia, and Singapore, earn a master’s degree in international business administration, and accumulate invaluable experience in international business, sales and marketing, management consulting, and real estate along the way.

When Xun and her family decided to settle in Chicago in 2013, she shifted her focus to raising her three kids and volunteering in the community, while freelancing on the side—working on international business development initiatives. During this time, Xun served on the local school council and the board of Friends of Lincoln Park High School.

**Xun Del Sesto is not in real estate to just sell neighborhood homes; her mission is to build a bridge from Chicago to the rest of the world. An esteemed Jameson Sotheby’s International Realty agent and winner of their prestigious Huzenit Award in 2019, Xun utilizes her extensive experience on the world stage to act as an ambassador for the city of Chicago, bolstering its status within the international marketplace.**

Xun was one of the select twenty freshmen from across the nation who earned a spot at the University of International Business and Economics in Beijing with the Chinese investment company CITIC Group’s inaugural scholarship program; the students’ tuition was fully paid all four years and they were guaranteed a job with CITIC Group upon graduation.

After graduating in 1989 with a bachelor’s in economics, she started her career as a commercial real estate agent, serving Fortune 200 companies in Beijing. After attending a three-month training program, sponsored by CITIC Real Estate Inc., in West Palm Beach 1992, Xun was determined to find her way back to the US, so she switched to working for international companies so she could quickly accumulate enough funds to sponsor graduate

Not one to ever settle for less or be limited, Xun has always reached for more in life. Born and raised

# XUN DEL SESTO

*Global Thinking with Local Action*

▶ agent feature  
By Chris Menezes  
Photos by Caleb Pickman



In 2016, while chairing the Lion Pride Spring Gala for Lincoln Park High School and spearheading the Lincoln International Festival for Abraham Lincoln Elementary School (an established tradition today), Xun connected with a fellow volunteer who was also a REALTOR®. Seeing Xun's natural leadership ability and captivating personality, she encouraged Xun to obtain her broker's license and enter residential real estate.

Xun started her residential career in 2017, and although she was with another brokerage briefly, she soon aligned herself with Jameson Sotheby's International Realty. She embraced the company wholeheartedly, and quickly set herself apart with her mixture of professionalism, kindness, talent, and grace. Detail-oriented and extremely hands-on, Xun creates a customized game plan for each of her clients that she then executes with integrity, expertise, and empathy. A certified relocation specialist as well as a ninja of Larry Kendall's *Ninja Selling*, Xun is recognized by clients and peers alike for her exemplary service.

Today, Xun's passion is in being an advocate for Chicago and representing the city on the world stage. "My goal is to promote Chicago property in the world marketplace and elevate its status as a global city," she says. "I



have lived in five countries and traveled the world, am multicultural and multilingual, and am very experienced in buying, selling, and renting homes. Real estate is one of those industries that by helping your clients, you are impacting their lives, and I plan to make an impact on a global scale."

In 2023, Xun was honored to participate in Sotheby's International Realty's Global Networking Event 2023 (GNE2023) conference where she was on a panel titled "From Ordinary to Extraordinary". In addition to her, four other panelists shared their best practices with conference attendees.

**“Real estate is one of those industries that by helping your clients, you are impacting their lives, and I plan to make an impact on a global scale.”**

As important as it is for Xun to promote Chicago real estate in the world marketplace, she works just as hard to make an impact within her local community and is a huge advocate for fair housing and economic development. During the COVID-19 pandemic, she used her connections to source personal protective equipment from China and then donated it to medical facilities on the South Side and to fellow agents across the country.

In addition, Xun serves on the Diversity 77 committee as well as the Global Real Estate Council committee for Chicago Association of

REALTORS®, and she is a member of Asian Real Estate Association of America.

Xun's heart for Chicago is boundless. Even outside of the real estate, she loves nothing more than to walk the city, taking in all the sights and sounds and delicious food. As a "foodie" family, Xun and her husband, Tony, and their three kids, Chiara, Gianni, and Tony, love exploring all the different restaurants in the city, as well as utilizing their own skills in the kitchen, cooking up amazing meals for the whole family to enjoy.

From her humble beginnings in Shanghai to her notable and decorated path through international markets, Xun has proven that passion, dedication, and a relentless drive can shape not just careers but also communities. While her prowess in real estate is unquestionable, what stands out is her genuine commitment to Chicago and her continuous efforts to foster connections, both locally and internationally. As she represents Chicago on the global stage, with her heart anchored within its streets and communities, Xun embodies the essence of global thinking with local action.

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# TOP 250 STANDINGS

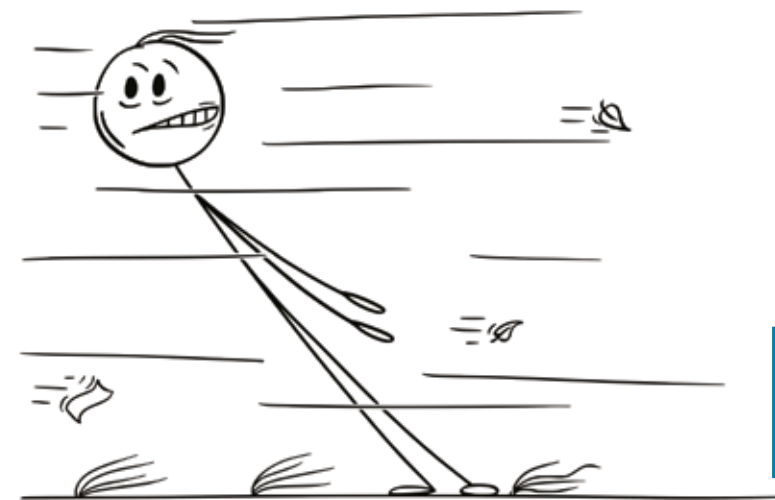
Teams and individuals from January 1, 2023 to December 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	182	\$91,334,591	219.5	\$117,589,423	401.5	\$208,924,014
2	Jeffrey	Lowe	94.5	\$128,149,270	44	\$55,287,200	138.5	\$183,436,470
3	Emily	Sachs Wong	67.5	\$113,767,454	38	\$47,392,250	105.5	\$161,159,704
4	Benyamin	Lalez	61	\$43,517,596	172.5	\$87,902,643	233.5	\$131,420,239
5	Carrie	Mccormick	66.5	\$83,157,250	33	\$39,325,300	99.5	\$122,482,550
6	Leigh	Marcus	118.5	\$76,396,140	67	\$43,792,889	185.5	\$120,189,029
7	Grigory	Pekarsky	36.5	\$16,427,375	189.5	\$89,455,400	226	\$105,882,775
8	Timothy	Sheahan	44	\$54,693,278	26	\$35,157,425	70	\$89,850,704
9	Alexandre	Stoykov	24	\$13,106,900	122	\$56,837,234	146	\$69,944,134
10	Chezi	Rafaelli	34	\$42,002,502	20	\$26,326,002	54	\$68,328,504
11	Brad	Lippitz	41.5	\$42,453,900	30	\$24,647,114	71.5	\$67,101,014
12	Joanne	Nemerovski	19	\$28,832,000	24	\$37,370,673	43	\$66,202,673
13	Melissa	Siegal	38	\$24,027,000	53	\$39,232,522	91	\$63,259,522
14	Katharine	Waddell	39	\$26,470,000	49.5	\$35,845,961	88.5	\$62,315,961
15	Mark	Icuss	18.5	\$38,084,902	14	\$23,080,917	32.5	\$61,165,820
16	Jennifer	Ames	31	\$43,051,875	12	\$14,024,000	43	\$57,075,875
17	Dawn	McKenna	27.5	\$25,157,000	29.5	\$27,697,962	57	\$52,854,962
18	Konrad	Dabrowski	32.5	\$32,281,998	24.5	\$18,316,144	57	\$50,598,142
19	Mario	Greco	52	\$30,352,590	28	\$19,294,535	80	\$49,647,125
20	Leila	Zammatta	20	\$48,617,108	1	\$520,000	21	\$49,137,108
21	Sam	Jenkins	26.5	\$33,048,037	10	\$14,697,850	36.5	\$47,745,887
22	Hayley	Westhoff	28.5	\$18,739,205	35	\$27,048,180	63.5	\$45,787,385
23	Julie	Busby	23	\$17,476,650	36.5	\$27,947,458	59.5	\$45,424,108
24	Daniel	Glick	26	\$20,903,500	31	\$24,209,500	57	\$45,113,000
25	Amanda	Mcmillan	38	\$26,436,500	31	\$18,279,113	69	\$44,715,613
26	Rafay	Qamar	56	\$21,325,300	56	\$21,939,566	112	\$43,264,866
27	Eugene	Fu	23	\$17,096,350	32.5	\$24,781,450	55.5	\$41,877,800
28	Susan	Miner	7.5	\$21,674,000	10	\$19,503,900	17.5	\$41,177,900
29	Darrell	Scott	17	\$10,120,100	59	\$30,913,369	76	\$41,033,469
30	Layching	Quek	17	\$8,723,000	43	\$31,658,899	60	\$40,381,899
31	Sam	Shaffer	12	\$9,026,600	54.5	\$30,973,135	66.5	\$39,999,735
32	Bari	Levine	24.5	\$15,014,344	25	\$24,850,997	49.5	\$39,865,340
33	Karen	Biazar	39	\$23,474,926	32	\$15,826,900	71	\$39,301,826
34	Sophia	Klopas	26	\$18,005,526	33.5	\$21,237,000	59.5	\$39,242,526

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Lauren	Mitrick Wood	16.5	\$7,966,450	42.5	\$30,611,150	59	\$38,577,600
36	Karen	Schwartz	29	\$23,774,300	23	\$14,406,900	52	\$38,181,200
37	Jason	O'Beirne	33	\$28,087,200	16	\$9,487,000	49	\$37,574,200
38	Lance	Kirshner	34.5	\$18,325,700	18	\$19,073,500	52.5	\$37,399,200
39	Victoria	Singleton	46	\$36,759,260	1	\$520,000	47	\$37,279,260
40	Patrick	Teets	22	\$28,291,500	8	\$8,293,000	30	\$36,584,500
41	Kelly	Parker	7	\$3,861,000	38.5	\$31,508,494	45.5	\$35,369,494
42	Tommy	Choi	22.5	\$11,899,612	37.5	\$22,859,897	60	\$34,759,510
43	Melanie	Everett	17	\$8,283,528	50	\$25,362,100	67	\$33,645,628
44	James	D'Astice	12	\$5,863,800	52	\$27,310,299	64	\$33,174,099
45	Nicholaos	Voutsinas	24	\$12,301,300	31	\$20,292,300	55	\$32,593,600
46	Debra	Dobbs	25	\$18,725,450	21	\$13,735,299	46	\$32,460,749
47	Colin	Hebson	17.5	\$10,889,750	40	\$21,426,450	57.5	\$32,316,200
48	Millie	Rosenbloom	19	\$19,788,250	9	\$12,408,500	28	\$32,196,750
49	Suzanne	Gignilliat	11	\$28,233,500	4	\$3,963,000	15	\$32,196,500
50	Melanie	Giglio	17.5	\$12,837,500	34.5	\$18,468,800	52	\$31,306,300

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51	Timothy	Salm	12	\$18,551,564	7	\$12,257,400	19	\$30,808,964
52	Elias	Masud	20	\$9,907,500	48.5	\$20,735,702	68.5	\$30,643,202
53	Ryan	Preuett	17	\$24,485,899	4	\$5,859,900	21	\$30,345,799
54	Camille	Canales	10.5	\$5,855,027	38	\$24,449,988	48.5	\$30,305,015
55	Elizabeth	Brooks	26	\$29,523,223	1	\$775,000	27	\$30,298,223
56	James	Sheehan	18	\$23,204,189	7	\$6,977,500	25	\$30,181,689
57	Owen	Duffy	29.5	\$21,600,618	16	\$6,837,700	45.5	\$28,438,318
58	Cadey	O'Leary	11	\$18,619,500	9	\$9,737,900	20	\$28,357,400
59	Nancy	Tassone	10	\$18,649,500	5	\$9,676,500	15	\$28,326,000
60	Michael	Maier	29	\$21,922,751	12	\$6,148,000	41	\$28,070,751
61	Jill	Silverstein	18.5	\$12,834,438	19	\$14,965,925	37.5	\$27,800,362
62	Kathleen	Ullo	24.5	\$27,313,188	0.5	\$262,500	25	\$27,575,688
63	Kevin	Hinton	15.5	\$7,326,450	36	\$20,170,264	51.5	\$27,496,714
64	Danielle	Dowell	16	\$13,250,750	21.5	\$13,529,500	37.5	\$26,780,250
65	Vincent	Anzalone	12	\$11,681,250	19	\$14,597,200	31	\$26,278,450
66	Scott	Curcio	36.5	\$15,536,450	24.5	\$10,701,801	61	\$26,238,251
67	Jennifer	Mills	15.5	\$19,708,400	7.5	\$6,503,500	23	\$26,211,900
68	Juliana	Yeager	11.5	\$6,483,074	28	\$19,436,121	39.5	\$25,919,196
69	Michael	Rosenblum	24.5	\$23,363,000	4	\$2,297,500	28.5	\$25,660,500
70	Daniel	Close	9	\$5,459,000	32.5	\$20,139,600	41.5	\$25,598,600
71	Margaret	Baczkowski	17	\$14,621,052	12	\$10,957,750	29	\$25,578,802
72	Elizabeth	Ballis	18	\$14,004,517	7	\$11,343,000	25	\$25,347,517
73	Katherine	Malkin	4	\$12,065,000	3	\$13,258,000	7	\$25,323,000
74	Rubina	Bokhari	7	\$5,750,650	15	\$19,431,199	22	\$25,181,849
75	Cory	Tanzer	34.5	\$14,115,248	25.5	\$10,883,550	60	\$24,998,798
76	Stacey	Dombar	37.5	\$16,820,080	14	\$7,938,500	51.5	\$24,758,580
77	Philip	Skowron	11	\$15,108,751	4	\$9,210,000	15	\$24,318,751
78	Ioannis	Floros	5.5	\$2,340,000	47	\$21,720,450	52.5	\$24,060,450
79	Sara	McCarthy	14	\$6,578,250	27	\$17,458,300	41	\$24,036,550
80	Gail	Spreen	33.5	\$13,337,750	19	\$10,594,234	52.5	\$23,931,984
81	Stephanie	Loverde	19.5	\$11,370,301	16.5	\$12,489,073	36	\$23,859,374
82	Benjamin	Lissner	7	\$2,686,000	39	\$21,111,000	46	\$23,797,000
83	Todd	Szwajkowski	17.5	\$8,439,150	35	\$14,331,400	52.5	\$22,770,550
84	Ivona	Kutermankiewicz	14.5	\$16,515,900	8	\$6,216,900	22.5	\$22,732,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Barbara	O'Connor	19	\$11,404,000	21.5	\$10,975,450	40.5	\$22,379,450
86	Shay	Hata	14.5	\$7,129,435	20	\$14,841,800	34.5	\$21,971,235
87	Alishja	Ballard	19.5	\$9,715,650	20.5	\$12,155,887	40	\$21,871,537
88	Richard	Kasper	11.5	\$7,603,266	20	\$14,114,250	31.5	\$21,717,516
89	Stefanie	Lavelle	19	\$12,711,000	12	\$8,968,100	31	\$21,679,100
90	Scott	Berg	51	\$20,374,372	2	\$1,275,000	53	\$21,649,372
91	Ryan	Huyler	15	\$12,643,500	8	\$8,927,961	23	\$21,571,461
92	Leopoldo	Gutierrez	7	\$2,955,500	39	\$18,606,400	46	\$21,561,900
93	Michael	Greco	14	\$7,979,500	20	\$13,468,500	34	\$21,448,000
94	Santiago	Valdez	24	\$8,904,950	23	\$12,201,100	47	\$21,106,050
95	Melanie	Carlson	13	\$7,078,500	21	\$13,945,581	34	\$21,024,081
96	Cynthia	Sodolski	16.5	\$10,942,650	14.5	\$9,636,400	31	\$20,579,050
97	Julie	Harron	9	\$11,006,000	7	\$9,420,000	16	\$20,426,000
98	Nicholas	Colagiovanni	23	\$12,884,500	10	\$7,532,500	33	\$20,417,000
99	Nadine	Ferrata	23	\$15,051,800	9	\$5,290,000	32	\$20,341,800
100	Jeffrey	Herbert	8.5	\$5,246,500	21	\$15,005,375	29.5	\$20,251,875

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Pasquale	Recchia	15	\$11,841,750	8	\$8,291,500	23	\$20,133,250
102	Jennifer	Liu	27	\$19,962,850	0	\$0	27	\$19,962,850
103	Steve	Dombar	7.5	\$3,985,500	31	\$15,885,700	38.5	\$19,871,200
104	Staci	Slattery	30	\$19,418,526	1	\$355,000	31	\$19,773,526
105	Kimber	Galvin	3	\$2,259,200	22	\$17,490,500	25	\$19,749,700
106	Patrick	Shino	7	\$2,560,450	33.5	\$16,918,450	40.5	\$19,478,900
107	Linda	Levin	12	\$10,655,900	10	\$8,773,400	22	\$19,429,300
108	Kathryn	Schrage	25	\$11,133,000	11	\$8,293,000	36	\$19,426,000
109	Lucas	Blahnik	8.5	\$7,742,932	18	\$11,662,300	26.5	\$19,405,232
110	Brad	Zibung	21	\$10,483,000	18	\$8,760,300	39	\$19,243,300
111	Matthew	Liss	11.5	\$9,226,500	10.5	\$9,953,322	22	\$19,179,822
112	Ian	Schwartz	10	\$5,558,000	14	\$13,601,500	24	\$19,159,500
113	Keith	Brand	18	\$7,956,880	20	\$11,176,498	38	\$19,133,378
114	Qiankun	Chen	23	\$8,473,650	25	\$10,619,900	48	\$19,093,550
115	Thomas	Moran	4.5	\$9,125,000	8	\$9,933,000	12.5	\$19,058,000
116	Brady	Miller	17	\$6,036,900	40	\$12,967,650	57	\$19,004,550
117	Scott	Newman	35	\$9,241,069	21	\$9,710,401	56	\$18,951,470
118	P Corwin	Robertson	7.5	\$17,895,834	1	\$1,030,000	8.5	\$18,925,834
119	Eudice	Fogel	7	\$5,917,250	12	\$13,002,000	19	\$18,919,250
120	Amy	Duong	14	\$6,112,400	24	\$12,771,900	38	\$18,884,300
121	Nicholas	Apostal	19.5	\$10,420,600	10	\$8,453,500	29.5	\$18,874,100
122	Nicole	Hajdu	21.5	\$10,078,500	17.5	\$8,743,500	39	\$18,822,000
123	Marzena	Frausto	6	\$2,893,500	29	\$15,888,000	35	\$18,781,500
124	Brian	Moon	11	\$5,483,500	18.5	\$13,212,500	29.5	\$18,696,000
125	Dominic	Irpino	22	\$9,610,500	17	\$8,994,700	39	\$18,605,200
126	Joshua	Lipton	9	\$8,995,678	8.5	\$9,361,500	17.5	\$18,357,178
127	Sherri	Hoke	8	\$9,718,000	7	\$8,532,500	15	\$18,250,500
128	Michael	Hall	22	\$12,673,900	9	\$5,534,000	31	\$18,207,900
129	D	Waveland Kendt	25.5	\$15,393,900	5	\$2,707,500	30.5	\$18,101,400
130	Annika	Valdiserri	8	\$6,803,000	9	\$11,090,000	17	\$17,893,000
131	Megan	Tirpak	15.5	\$11,385,250	6	\$6,188,856	21.5	\$17,574,106
132	Michael	Shenfeld	16.5	\$10,677,755	11.5	\$6,857,500	28	\$17,535,255
133	Bradley	Brondyke	6	\$13,585,000	3	\$3,904,000	9	\$17,489,000
134	Alice	Berger	8	\$10,670,300	7	\$6,787,000	15	\$17,457,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Susan	Nice	8	\$3,885,500	10	\$13,450,900	18	\$17,336,400
136	Matthew	Engle	13	\$6,314,399	24.5	\$10,986,900	37.5	\$17,301,299
137	William	Goldberg	12.5	\$16,921,998	0.5	\$377,500	13	\$17,299,498
138	Annie	Schweitzer	16.5	\$9,140,899	9	\$7,985,557	25.5	\$17,126,456
139	Lisa	Blume	13	\$8,002,500	22.5	\$9,095,400	35.5	\$17,097,900
140	Kathleen	Malone	12	\$8,328,200	10.5	\$8,763,000	22.5	\$17,091,200
141	Zachary	Redden	12	\$5,426,750	17	\$11,624,120	29	\$17,050,870
142	Hadley	Rue	19	\$12,749,000	6	\$4,066,900	25	\$16,815,900
143	Jeremiah	Fisher	14.5	\$7,857,400	17.5	\$8,915,500	32	\$16,772,900
144	Dennis	Huyck	12.5	\$7,287,500	13	\$9,450,150	25.5	\$16,737,650
145	Mariah	Dell	17	\$9,183,119	11	\$7,344,000	28	\$16,527,119
146	Susan	Kanter	13.5	\$9,308,500	11.5	\$7,213,000	25	\$16,521,500
147	Robert	Sullivan	19.5	\$12,690,500	5.5	\$3,734,000	25	\$16,424,500
148	Tere	Proctor	7	\$14,432,500	2	\$1,885,000	9	\$16,317,500
149	Ken	Jungwirth	18	\$8,553,500	9	\$7,650,000	27	\$16,203,500
150	Stephanie	Cutter	20.5	\$11,296,025	8	\$4,816,000	28.5	\$16,112,025

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# TOP 250 STANDINGS

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

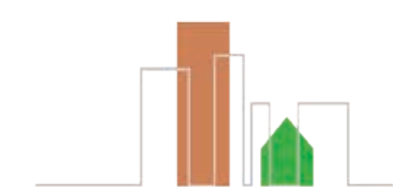
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Nancy	Huetteman	30	\$12,514,300	6	\$3,533,000	36	\$16,047,300
152	Charles	Gullett	12.5	\$5,027,500	16	\$10,982,850	28.5	\$16,010,350
153	Iris	Kohl	6.5	\$4,189,500	17	\$11,706,000	23.5	\$15,895,500
154	Jacqueline	Alter	34.5	\$13,926,250	5	\$1,889,900	39.5	\$15,816,150
155	Lisa	Kalous	4.5	\$3,363,250	22.5	\$12,418,100	27	\$15,781,350
156	Meg	Daday	10	\$4,917,000	15	\$10,860,500	25	\$15,777,500
157	R. Matt	Leutheuser	4	\$10,307,500	2	\$5,300,000	6	\$15,607,500
158	Edward	Grochowiak	7.5	\$4,263,600	21	\$11,230,495	28.5	\$15,494,095
159	Caroline	Moellering	15	\$10,151,000	9	\$5,343,000	24	\$15,494,000
160	Steven	Powers	10	\$6,798,020	10	\$8,679,500	20	\$15,477,520
161	Mark	Zipperer	19	\$7,242,500	21.5	\$8,178,400	40.5	\$15,420,900
162	Rizwan	Gilani	9.5	\$4,069,000	19	\$11,174,250	28.5	\$15,243,250
163	Deborah	Hess	9	\$6,251,450	18	\$8,973,800	27	\$15,225,250
164	Alex	Wolking	15	\$8,516,875	12.5	\$6,694,751	27.5	\$15,211,626
165	Danny	Lewis	6	\$2,374,000	26	\$12,798,500	32	\$15,172,500
166	Naomi	Wilkinson	7.5	\$5,096,250	7	\$10,062,694	14.5	\$15,158,944
167	Paul	Mancini	15.5	\$7,852,900	9	\$7,232,500	24.5	\$15,085,400
168	Marlene	Rubenstein	10	\$6,361,000	10	\$8,714,730	20	\$15,075,730
169	Robert	Picciariello	42	\$15,004,367	0	\$0	42	\$15,004,367
170	Pamela	Rueve	12.5	\$9,013,000	8	\$5,954,500	20.5	\$14,967,500
171	Elizabeth	Caya	9	\$3,783,000	21	\$11,139,500	30	\$14,922,500
172	Laura	Meier	7.5	\$3,344,750	19	\$11,538,800	26.5	\$14,883,550
173	Elizabeth	Lassner	12	\$5,433,775	11	\$9,439,900	23	\$14,873,675
174	Michael	Gaffney	18	\$9,779,886	7	\$4,968,400	25	\$14,748,286
175	Joel	Holland	11.5	\$6,485,500	14	\$8,260,750	25.5	\$14,746,250
176	Eric	Hublar	10	\$4,496,400	18	\$10,102,520	28	\$14,598,920
177	Mark	Keppy	19	\$7,712,325	11	\$6,808,395	30	\$14,520,720
178	Nancy	McAdam	20	\$11,720,725	6	\$2,769,250	26	\$14,489,975
179	Anne	Rossley	11.5	\$6,373,000	10.5	\$8,047,500	22	\$14,420,500
180	Brian	Loomis	7	\$4,935,000	5	\$9,385,000	12	\$14,320,000
181	Naja	Morris	23.5	\$9,178,400	14	\$5,106,786	37.5	\$14,285,186
182	Reve'	Kendall	26	\$12,191,650	6	\$2,080,000	32	\$14,271,650
183	Lauren	Shimmon	12	\$4,417,500	17	\$9,843,000	29	\$14,260,500
184	Patricia	Young	11	\$7,688,000	7	\$6,548,000	18	\$14,236,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Lawrence	Dunning	18.5	\$7,497,450	12	\$6,631,350	30.5	\$14,128,800
186	Carol	Collins	13	\$8,172,500	8	\$5,865,000	21	\$14,037,500
187	Liz	Jones	8	\$4,377,500	15	\$9,575,500	23	\$13,953,000
188	Ashley	Cox	17	\$8,962,623	10	\$4,978,050	27	\$13,940,673
189	Greg	Whelan	4	\$4,199,500	15	\$9,727,750	19	\$13,927,250
190	Christie	Ascione	5.5	\$5,030,500	5	\$8,892,500	10.5	\$13,923,000
191	Peter	Angelo	11.5	\$12,786,556	0.5	\$1,100,000	12	\$13,886,556
192	Lauren	Goldberg	9	\$11,192,750	2	\$2,677,500	11	\$13,870,250
193	Armando	Chacon	14	\$9,873,900	6	\$3,908,000	20	\$13,781,900
194	Jaime	Campos	11	\$4,177,500	28	\$9,584,899	39	\$13,762,399
195	Christopher	Mundy	15	\$8,193,100	10	\$5,481,500	25	\$13,674,600
196	Michelle	Browne	15.5	\$7,714,050	8	\$5,935,600	23.5	\$13,649,650
197	Molly	Sundby	11.5	\$13,642,400	0	\$0	11.5	\$13,642,400
198	Jason	Stratton	16	\$12,109,156	1.5	\$1,500,000	17.5	\$13,609,156
199	Ali	Bakir	4	\$1,455,000	24	\$12,153,000	28	\$13,608,000
200	Steve	Otwell	19	\$6,465,100	11	\$7,063,500	30	\$13,528,600


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# TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Kellye	Jackson	30	\$10,894,100	8	\$2,605,400	38	\$13,499,500
202	Jacob	Tasharski	7.5	\$4,151,000	10	\$9,331,000	17.5	\$13,482,000
203	Linda	Shaughnessy	3	\$4,622,500	5	\$8,849,000	8	\$13,471,500
204	Nicole	Flores	20	\$10,061,750	9	\$3,380,500	29	\$13,442,250
205	Bruce	Glazer	12	\$6,472,250	11	\$6,880,000	23	\$13,352,250
206	Douglas	Smith	6	\$7,514,850	6	\$5,835,000	12	\$13,349,850
207	Jason	Davis	6.5	\$4,291,050	6	\$9,043,900	12.5	\$13,334,950
208	Frank	Montro	40	\$9,157,074	21	\$4,174,200	61	\$13,331,274
209	Tony	Mattar	13	\$5,647,600	15	\$7,674,277	28	\$13,321,877
210	Susan	O'Connor	6.5	\$7,253,000	7	\$6,052,300	13.5	\$13,305,300
211	Tim	Mullet	9	\$4,376,000	15	\$8,902,770	24	\$13,278,770
212	Prashanth	Mahakali	9	\$11,987,300	2	\$1,282,000	11	\$13,269,300
213	Diana	Radosta	3	\$2,353,000	8.5	\$10,871,500	11.5	\$13,224,500
214	Elena	Theodoros	19.5	\$13,006,544	1	\$215,000	20.5	\$13,221,544
215	Stefanie	D'Agostino	33	\$11,159,400	5	\$2,057,500	38	\$13,216,900
216	Mario	Barrios	6	\$3,903,000	13	\$9,282,500	19	\$13,185,500
217	Steven	Kehoe	7.5	\$4,475,000	10	\$8,696,300	17.5	\$13,171,300
218	Joelle	Cachey Hayes	12	\$11,998,500	3	\$1,170,000	15	\$13,168,500
219	Janelle	Dennis	13.5	\$8,730,500	6	\$4,392,011	19.5	\$13,122,511
220	Kai	Schirmacher	5	\$4,366,650	6	\$8,740,000	11	\$13,106,650
221	Daniel	Csuk	9	\$4,399,000	19	\$8,694,496	28	\$13,093,496
222	Bogdan	Popovych	19	\$13,064,120	0	\$0	19	\$13,064,120
223	Diana	Grinnell	10	\$5,334,900	9	\$7,727,000	19	\$13,061,900
224	Craig	Fallico	21	\$6,963,500	18	\$5,945,300	39	\$12,908,800
225	Roman	Patzner	5	\$1,650,000	19	\$11,220,079	24	\$12,870,079
226	Elizabeth	Amidon	14	\$5,737,000	18	\$7,074,500	32	\$12,811,500
227	Thomas	Campone	17	\$5,094,000	14	\$7,699,000	31	\$12,793,000
228	Whitney	Wang	7.5	\$3,285,000	20	\$9,495,500	27.5	\$12,780,500
229	Steven	Jurgens	6	\$7,267,600	7	\$5,481,375	13	\$12,748,975
230	Samantha	Porter	9	\$11,192,750	2	\$1,550,000	11	\$12,742,750
231	Ryan	Smith	75.5	\$12,374,174	2	\$357,000	77.5	\$12,731,174
232	Peter	Green	6.5	\$3,240,099	15	\$9,465,500	21.5	\$12,705,599
233	Sharon	Gillman	3.5	\$6,347,500	5	\$6,350,000	8.5	\$12,697,500
234	Julie	Latsko	4	\$5,065,000	7	\$7,582,000	11	\$12,647,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Chris	Gomes	2	\$990,000	20	\$11,648,100	22	\$12,638,100
236	Karen	Ranquist	13.5	\$8,962,194	5	\$3,572,000	18.5	\$12,534,194
237	Kevin	Snow	7	\$6,638,750	7.5	\$5,887,500	14.5	\$12,526,250
238	Helaine	Cohen	6.5	\$4,867,250	6.5	\$7,653,500	13	\$12,520,750
239	Sheila	Dantzler	12.5	\$5,784,050	7	\$6,721,250	19.5	\$12,505,300
240	Nick	Kluding	5	\$3,554,000	8	\$8,939,500	13	\$12,493,500
241	Randy	Nasatir	7	\$2,996,750	15	\$9,472,500	22	\$12,469,250
242	Guido	Piunti	8	\$2,564,200	25	\$9,879,031	33	\$12,443,231
243	Michael	Yeagle	5	\$7,835,000	3	\$4,600,000	8	\$12,435,000
244	James	Kinney	8.5	\$4,585,000	7	\$7,750,000	15.5	\$12,335,000
245	Ryan	Hardy	5.5	\$4,573,500	8	\$7,720,000	13.5	\$12,293,500
246	Christopher	Pertile	6.5	\$4,604,000	12.5	\$7,654,935	19	\$12,258,935
247	Tiffany	Meyers	5	\$2,077,500	23	\$10,139,400	28	\$12,216,900
248	Jennifer	Romolo	4.5	\$1,603,150	20	\$10,456,498	24.5	\$12,059,648
249	Erlend	Candea	15	\$11,236,500	1	\$794,000	16	\$12,030,500
250	Brian	Pistorius	8.5	\$6,252,500	8	\$5,762,750	16.5	\$12,015,250

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.



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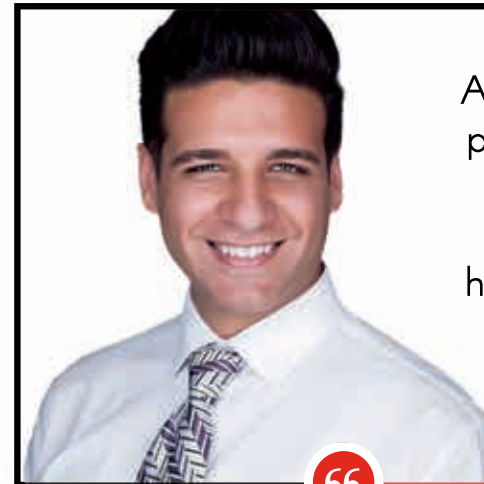
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