

DUPAGE

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



Agent Feature:
Joseph DeFrancesco

On the Rise:
Tatiana Hernandez

Partner Spotlight:
Zamora Law Office P.C.



The COURTNEY MONACO Group Team By Design

WINTER EVENT:
Agent Panel
Hosted by Santo Cielo
Tuesday, February 6th, 10AM
Details on page 34

FEBRUARY 2024

**BUY OR SELL
WITH INTELLIGENCE IN 2024**



INSPECTION SERVICES

Proudly serving ALL communities within Cook, Lake, McHenry, DuPage, Will, Grundy, DeKalb, Kendall, Kane, LaSalle, Kankakee Counties with independent, professional and unbiased inspections. New Online Booking Experience and Fully Staffed Client Care Team.



Call or TEXT us at
800-821-1820

COMMERCIAL • RESIDENTIAL • ENVIRONMENTAL

**SET YOUR *Heart* ON
THE *Right* LEGAL TEAM**

**REAL ESTATE TRANSACTIONS, LITIGATING,
CRIMINAL AND CIVIL CASES**



Joseph A Padula-Zamora
Attorney At Law

We Offer Services in English & Espanol

17 W 775 Butterfield Rd., Unit 124
Oakbrook Terrace, IL 60181
www.zamoralawpc.com
312-788-7819



TABLE OF CONTENTS



12
Agent Feature:
Joseph DeFrancesco



16
Cover Story:
The Courtney Monaco Group



22
Partner Spotlight:
Zamora Law Office P.C.



28
On the Rise:
Tatiana Hernandez



34
Winter Event:
Santo Cielo Tuesday, February 6th



38
Top 150 Standings



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

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

MEET THE DUPAGE REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Director of Partner Success and Editorial Content



Melissa Lopez
Operations and Content Specialist



Antonio Delao
Account Executive of Relationships



Christine Thom
Managing Editor



Katie Cremean
Ad Strategist



Katherin Frankovic
Photographer



Cris Cunningham
Photographer



Travis Heberling
Videographer



Lauren Young
Writer



Blair Piell
Events Coordinator

PARTNER WITH A MORTGAGE EXPERT

DAN GJELDUM
SVP of Mortgage Lending

guaranteed **Rate**

O: 773.435.0654
C: 312.543.9692
DAN@RATE.COM
WWW.RATE.COM/DAN



OVER \$1 BILLION CLOSED SINCE 2019!

NEED *New Home* GIFT IDEAS?
or promotional items



CALL 630-985-2600

MULTI
PRINT AND DIGITAL



MultiPrintandDigital.com
info@MultiPrintandDigital.com



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

ATTORNEYS

Camden Law Office LLC
(630) 789-5896
CamdenLawOffice.com

Donna Craft Cain P.C.
(630) 941-8650
DonnaCraftCain.com

Fry Law Group LLC
(630) 563-5383
FryLawGroup.com

Law Office of James F. White, P.C.
(630) 466-1600
JWhite-Law.com

Law Office of Stuart D. Polizzi
(708) 476-6852
StuartPolizziLaw.com

Niko Law LLC
(708) 966-9388
Niko-Law.com

Ranjha Law Group
(630) 277-9368
RanjhaLaw.com

The Kelly Law Firm, P.C.
(630) 660-4963
Kelly-LawFirm.com

The Law Office of Damon M. Fisch P.C.
(630) 857-9511
Fisch.Law

Trivedi & Khan
(312) 612-7619
TrivediKhan.com

Zamora Law Office P.C.
(312) 788-7819
ZamoraLawPC.com

**CARPET/DRAPERY/
UPHOLSTERY CLEANING**
Bella Custom Cleaning
(708) 579-3182
Bella-Cleaning.com

**CLIENT AND
REFERRAL GIFTS**

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

**CUSTOM COUNTERS
& STONE WORK**

Select Surfaces
(847) 260-5940
SelectSurfaces.net

DESIGN

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

EVENT PLANNING

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

FLOORING

Great Western Flooring
(630) 357-3331
GreatWesternFlooring.com

HEATING & COOLING

ComforTemp
(630) 537-8367
MyComforTemp.com

HOME INSPECTION

Elite Inspections Inc
(224) 410-6004
InspectElite.com

Phoenix Real Estate Solutions LLC
(708) 846-2883

The BrickKicker
(630) 420-9900
BrickKicker.com/
Chicagoland

White Glove Building Inspections
(630) 428-4555
WhiteGlove Inspections.com

HOME WARRANTY

Achosa Home Warranty
Kim Bisailon
(847) 975-6706
AchosaHW.com

HWA Home Warranty of America
(888) 492-7359
HWAHomeWarranty.com

INSURANCE

Goosehead Insurance
Boggs Agency
(630) 365-7248
Goosehead.com

Next Level Insurance
Anthony Campanella
(630) 347-9855
NextLevelInsAgency.com

LIGHTING & HOME FURNISHINGS

Hortons Home Lighting
(708) 352-2110
HortonsHome.com

MORTGAGE / LENDER

Caliber Home Loans
Bill Pendley
(630) 330-5626

Guaranteed Rate
Alanna Seebauer
(847) 343-0563
AlannaSeebauer.com

Guaranteed Rate
Dan Gjeldum
(773) 435-0654
Rate.com/Dan

Guaranteed Rate Dan Rock
(630) 364-7509
rate.com/drock

HomeTown Lenders, Inc.
(708) 478-3094 x128
HTLMokena.com

Neighborhood Loans
Archie Vetter
(708) 261-5583
AVetterLender.com

Rocket Mortgage
Pat Cannone
(630) 965-8138
www.PatCannone.com

MOVING & STORAGE

Boerman Moving & Storage
(630) 972-1000
boerman.com

Prager Moving & Storage
(630) 276-1200
PragerMoving.com

PAINTER

McMaster Painting & Decorating, Inc.
(773) 268-2050
McMasterPainting.com

PEST SOLUTIONS

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

PHOTOGRAPHY

Portraits of Home
(708) 212-4206
POHphotography.com

PRINTING, DIRECT MAIL SERVICES

Marvin's Mailers
(847) 710-2346
MarvinsMailers.com

PROMOTIONAL PRODUCTS

Multi Print and Digital
(630) 985-2699
MultiPrintAndDigital.com

PROPERTY MANAGEMENT

GC Realty & Development LLC
(630) 587-7400
GCRealtyInc.com

RADON MITIGATION

DuPage Radon Contractors
(630) 836-1918
DuPageRadon.com

REAL ESTATE VIDEO & PHOTOGRAPHY

KDE Photography Inc.
(630) 244-9959
KDEphotography.com

STAGING

Chicagoland Home Staging
(815) 577-2233
Chicagoland HomeStaging.com

TITLE INSURANCE

Chicago Title Insurance Company
(224) 242-6848
ctic.com

VIDEOGRAPHER

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

HIGHLY TRAINED AND EXPERIENCED ATTORNEYS COMPLETELY DEDICATED TO THEIR CLIENTS

RESIDENTIAL & COMMERCIAL REAL ESTATE • BUSINESS TRANSACTIONS • COMMERCIAL LITIGATION



Mr. Kashyap V. Trivedi, Partner
www.TrivediKhan.com

300 North Martingale Rd.
Suite 725
Schaumburg, IL 60173
(224) 353-6346

550 W. Washington Blvd.
Suite 201
Chicago, IL 60661
(312) 612-7619



At Trivedi & Khan our attorneys and paralegals have years of experience helping individuals, families, investors, developers and business owners in every aspect of residential and commercial real estate.

Our attorneys will ensure that the client's interests are protected, will deftly move the negotiation process along, and get to closing.



Portraits of home
real estate photography



Cris Cunningham

www.pohphotography.com | 708-212-4206 |   cris_portraitsofhome_chicago

Stand Out. Stay Top of Mind. Sell More.

MARVIN'S MAILERS

630.548.2650 • marvinmailers.com • hello@marvinmailers.com




Scorched Earth Brewing Algonquin
Arlington Ale House Arlington Heights
Brew on the Wall Arlington Heights
Hopvine Brewing Company Aurora
Wolfden Brewing Company Bloomingdale
Rock Bottom Brewery Chicago
Whiner Beer Company Chicago
DryHop Brewery Chicago
Goose Island Chicago
Moody Tongue Brewery Chicago
Miskatonic Brewing Company Darien
Alter Brewing Company Downers Grove
Emmett's Brewing Company Downers Grove
Goldfinger Brewing Company Downers Grove
Elmhurst Brewing Company Elmhurst
Smylie Brothers Brewing Co. Evanston
Temperance Beer Company Evanston
FEW Spirits Evanston
Sketchbook Brewing Company Evanston
Flossmoor Station & Brewery Flossmoor
Stockholm's Restaurant & Brewery Geneva
Penrose Brewing Company Geneva
Art History Brewing Geneva

InfoCard™ www.infocardmarketing.com 630-548-2650

Compliments of:



Sue, Mia, Penny, Karen, Jennifer

Penny O'Brien
GROUP

630.207.7001
penny.obrien@bairdwarner.com
www.penny-obrien.com



Each office is independently owned and operated. This is not intended as a solicitation if you're working with another broker.

WE DON'T JUST INSPECT, WE TEACH



We specialize in first time home buyers



PHOENIX REAL ESTATE SOLUTIONS LLC

708 Westchester Blvd.
Westchester, IL 60154
708-846-2883
phoenixresolutions@gmail.com

Out With The Old In With The New!



We offer protection against the unexpected failure of major systems and appliances. The saving is incredibly impactful during the holidays when people would rather spend their money on gifts for family rather than an oven repair, or furnace replacement. We are here to assist with those costs, and keep money in their pocket for the holidays.



ACHOSA
— HOME WARRANTY, LLC —



Kimberly Bisailon
Senior Sales Executive



SCAN ME

847-975-6706 | KimB@Achosahw.com

Looking For An Experienced ATTORNEY To Help You With Your Next Transaction?




CALL US TODAY!

Deborah W. Cain • Donna Craft Cain, P.C.
3 East Park Boulevard • Villa Park, IL 60181
(630)941-8650 • donna@donnacraftcain.com



CHICAGO'S RESPONSIVE PROPERTY MANAGER®

DUPAGE PROPERTY MANAGEMENT

LET US PROVIDE YOU THE GC REALTY EXPERIENCE™




Mark Ainley
Founder / Podcast Co-Host

GC Realty & Development, LLC
gcrealtyinc.com | Mark@gcrealtyinc.com
630-781-6744 Call or Text
219 E Irving Park Rd, Roselle, IL 60172



SAME DAY MORTGAGE

Help your buyers win their offers

Get an approval in one day?*

Yup, you read that right. With Guaranteed Rate's Same Day Mortgage, your clients can get approved in as little as one day, leading them to the closing table in as fast as 10 days.** Consider this your upper hand on the competition.

How to get your clients a Same Day Mortgage:

STEP 1: Have your eligible clients contact me

STEP 2: Your clients will provide the requested paperwork within eight hours

STEP 3: And done!

Unimaginably fast. Unbelievably easy.

Ready to kick competing offers to the side? Contact me today to learn more.

* Guaranteed Rate's Same-Day Mortgage promotion offers qualified customers who provide certain required financial information/documentation to Guaranteed Rate within 24 hours of locking a rate on a mortgage loan the opportunity to receive a loan approval within 1 business day of timely submission of documentation and does not suggest that the borrower will receive funding on the same day as their application submission. For purposes of this offer, documents provided after 1 pm local time or on a weekend or company holiday will be deemed submitted the next business day. Guaranteed Rate cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. Guaranteed Rate reserves the right to revoke this approval at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and Intent to Proceed must be signed within 24 business hours of receipt. Not eligible for all loan types or residence types. Minimum down payment requirements apply. Self-employed borrowers are not eligible. Not all borrowers will be approved. Borrower's interest rate will depend upon the specific characteristics of borrower's loan transaction, credit profile and other criteria. Not available in all states. Restrictions apply. Visit rate.com/same-day-mortgage for terms and conditions.
** Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific time frame. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Guaranteed Rate for more information.
For Broker-Dealer or Agent use only — Not for public dissemination. May not be distributed, reprinted or shown to the public in oral, written or electronic form as sales material.

Ready to kick competing offers to the side? Contact me today to learn more.



Dan Rock

Branch Manager/SVP of Mortgage Lending

DRock@rate.com

rate.com/DRock

C: (630) 688-5592 F: (773) 328-1698



@danrockmortgage

@therockteamglenellyn

✓ Top 1% of Mortgage Originators Since 2012

✓ Five Star Professional Since 2012

EQUAL HOUSING LENDER Dan Rock NMLS #194424; Guaranteed Rate, Inc.; NMLS #2611; For licensing information, visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. *According to Mortgage Executive Magazine and Scotsman Guide.



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 Elaine Pagels, Michael LaFido, Sheena Baker, Dawn McKenna, Lauren Walz, and J Maggio have graciously carved out time to help elevate our knowledge of the real estate industry. A huge thank you to Santo Cielo for providing the *DuPage Real Producers* community a space to connect for the third consecutive year. We look forward to seeing you on February 6th at 10 A.M. Additional details can be found on page 34. Don't forget to register to reserve a seat!

For those seeking an extra dose of motivation and wisdom from local experienced agents, listen to the *Real Producers* podcast at podcast.realproducersmag.com. Our very own Ben Lalez, Tommy Choi, Josh Weinberg, Leigh Marcus, and Michael LaFido were interviewed last year, and you can explore their specific episodes dated September 21st, October 12th, November 9th, and November 30th respectively. If you know of someone who should share their story on the podcast, please reach out.

Andy Burton
Publisher
andy.burton@RealProducersMag.com



@DuPageRealProducers

facebook.com/DuPageRealProducers

realproducersmag.com

Experienced Chicagoland Attorneys

- * Real Estate Transactions
- * Real Estate Litigation
- * HOA Disputes
- * Evictions
- * Mechanics Lien Litigation
- * Eminent Domain Litigation



FISCH . LAW
THE LAW OFFICE OF DAMON M. FISCH, P.C.

WE ARE HERE TO HELP
www.fisch.law • 630-857-9511

Joseph DeFrancesco

CRUSADER
WITHOUT
A CAPE

► agent feature

By Lauren Young
Photos by KDE Photography

“The hero I most identify with is Batman,” says Joseph DeFrancesco, managing broker at Dapper Crown Real Estate in Bloomingdale. “He works hard every day and wants to save the world; he puts others before himself.”

He may be half-joking when comparing himself to the Dark Knight, but Joseph’s goal as a REALTOR® is similar: since he became a real estate agent about eight years ago, Joseph has prioritized the needs of others above his own. You can see it in the way in which he interacts with clients and in the Dapper Crown approach to business.

“Our philosophy is simple,” he says. “We aim to provide nothing but the best, for less. By offering market-low listing commissions, we help sellers keep more money in their pockets. What others try to make on one deal, we’ll make on three. Volume is how we’ve been able to grow.”



Joseph was born and raised in an immigrant family. Both his parents were born in Italy and moved to the United States to pursue their dreams. Growing up, Joseph revered his father and older brother for their determination and work ethic.

“Having a father who played soccer at the professional level encouraged and influenced me to follow the same path,” says Joseph. “[At one time,] Soccer was my entire life.”

During his childhood and high-school years, Joseph racked up accomplishments for his on-pitch performances. He was on a top-ten nationally ranked team; named an All-State athlete in high school and an All-American athlete in college—both are given to only the highest-ranked athletes in the state and nation, respectively; and even more notably, he was invited to the MLS (Major League Soccer) Combine, which is “overall, a selected invite to play at the MLS professional level,” Joseph explains.



Joseph with his wife.

“Being so involved with soccer at the competitive level never gave me the option to have the normal childhood most people had,” Joseph reflects. “While others were playing, I was either practicing or away at a tournament for the weekend. But it taught me how to be disciplined and challenge myself on a daily basis from a young age.”

After graduating with a bachelor’s degree in business administration and management from Lewis University in Illinois, Joseph worked for Sherwin-Williams as a store manager and territory sales rep. For four years, the role scratched his itch for competition and internal drive for accomplishment, but he saw his brother’s success in real estate and recognized the industry’s potential.

“My brother, Philip DeFrancesco, is the founder and other managing broker of Dapper Crown Real Estate,” states Joseph. “Seeing his work ethic and how he grew his own real estate business is something I extremely valued and admired.”

Feeling the pull of real estate, Joseph joined Philip's team in 2015. Together, their mission is to provide clients with unparalleled service, guidance, experience, facts, comfort, and proven expertise throughout their entire home purchase or sale experience. With his strong sales background and ambition, real estate was an instant fit for Joseph.

"I appreciate that there's something new every day, and that what you put into it is what you get out," says Joseph. "There's no limit to what you can achieve. Competing against myself is the number one thing I'm passionate about. There's nothing like being your own competition."



COMPETING AGAINST MYSELF IS THE NUMBER ONE THING I'M PASSIONATE ABOUT. THERE'S NOTHING LIKE BEING YOUR OWN COMPETITION.



Thanks to that inherent self-motivation, Joseph has been a success since day one. He was nominated as Rookie of the Year in his first year. And since its inception, Dapper Crown has been recognized and ranked in the top 1 percent of REALTORS® in the Chicagoland suburban areas by CAR® for volume and total number of transactions.

In his downtime, Joseph enjoys testing new local eateries, putting his own spin on Neapolitan pizza, and supporting his beloved AC Milan soccer club. In addition to soccer, he stays active through many sports including pickleball, golf, and tennis.

Looking forward, Joseph hopes to continue to grow his business and professional expertise through his passion for excellence in service, and through, like Batman, emphasizing the happiness of others.

"Happiness is the key ingredient to anyone's success,"

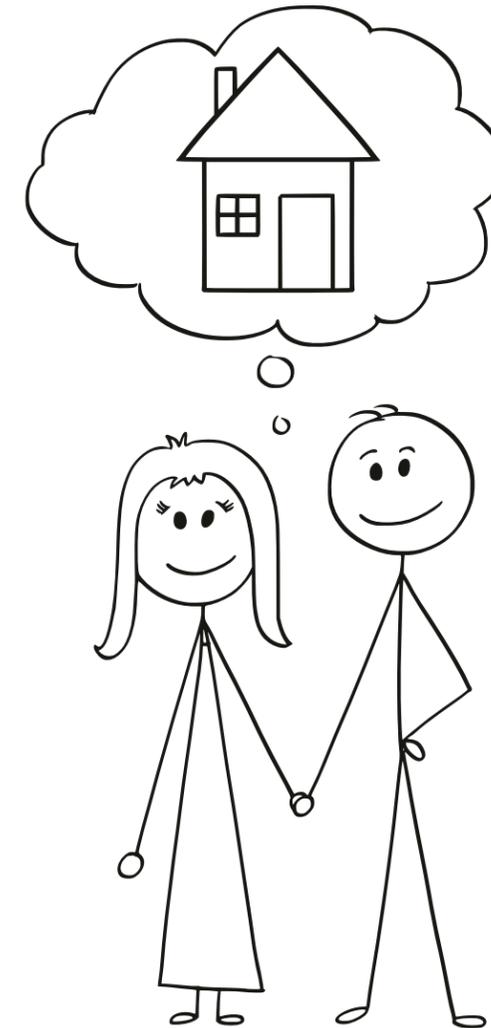
says Joseph. "There is no better feeling than making a home buyer or seller happy about their biggest life investment."

"Making our clients happy and making others happy, makes us happy," he adds. "If you achieve what you want and are happy doing so, that is what success is all about."



CAMDEN LAW OFFICE, LLC

NEW YEAR? NEW HOUSE?
WE CAN HELP YOU WITH THAT RESOLUTION.



KEVIN CAMDEN | (630) 789-5896

kevin@camdenlawoffice.com | www.camdenlawoffice.com



cover story

By Lauren Young
Photos by Cris Cunningham Photography

THE COURTNEY MONACO GROUP

TEAM BY DESIGN

“Our goal is to leave every person we encounter happier than they were before meeting us,” says Courtney Monaco, leader of the Courtney Monaco Group with Keller Williams Experience in Downers Grove. “The real estate transaction can be one of the most stressful points in our clients’ lives, and it is our goal to help alleviate that stress as we assist them in transitioning to a new chapter.”

This team of four real estate pros understands that the stress of the real estate transaction is often not the only factor: people often move when life presents them with new milestones like marriage, children, new jobs, divorce, death. “These milestones are some of the most pivotal moments in our clients’ lives,” notes Courtney. So she and her team keep this fact first and foremost in their minds, and it’s one of the main reasons why they are so inspired to excel at taking care of their clients throughout the process. She continues, “We help our clients every step of the way—from first meeting to post closing. We create a seamless transaction with excellent customer service.”

The team’s awareness of these life milestones influences their work culture too. “During our yearly business planning meeting, we focus on our own personal ‘big rocks’ first: family, vacations, and goals,” explains Courtney. “Once we plan out our dreams, goals, and aspirations for the year, we then move on to our business plan. Our business goals are created to support our life goals.”

This strategy helps the team to remember how to “live life by design,” and to prioritize this mindset within their client relationships. It helps to make each interaction special versus just transactional.

“We know that when we reach our [personal] life goals, we are better armed to aid our clients in reaching their life goals,” shares Courtney. “Our goal is to create our life by design and to aid our clients in creating theirs [via real estate]. Assisting them through this process is, and should be, an honor.”

Since 2011, when she transitioned from marketing, promotions, sales, and admin roles at companies like ESPN Radio and CDW, Courtney has consistently demonstrated outstanding natural leadership as a REALTOR. Over the last seven years, she has developed her team to now include two other brokers and an operations expert.

Doug Lee was the first to join the Courtney Monaco Group. Previously a marketing and operations professional at McDonald’s Corporation, Doug has been awarded the office’s Sunshine Award many times.

“He deeply cares about our clients and partners, and it shows,” says Courtney. “He’s a ray of sunshine to everyone he meets.”





Amy Chowaniec



Doug Lee



Tara Basta



Courtney Monaco

Next to join the team was Tara Basta, who serves as the operations manager, overseeing the day-to-day details that keep the business moving forward. She utilizes her experiences as a professional photographer and roles in the hospitality industry to improve the client experience for the firm.

“Tara is our rock,” says Courtney. “She keeps the business functioning at a high level. Our business wouldn’t be nearly as successful without her.”

Then, around two years ago now, Amy Chowaniec joined the team as a broker. Amy holds a master’s degree in organizational and professional communications development from Ball State University, and she previously taught public speaking. Her aptitude as a communicator and experience working with students give her a unique set of skills.

“The four of us thoroughly enjoy working together, and we continue to evolve our systems to offer an amazing client experience, which includes extra services and advice,” shares Courtney. Amy is well-versed in house hacking and loves teaching clients how to create passive income; Doug enjoys instructing clients about commercial and residential leases; and Courtney just recently obtained her license in Wisconsin to aid clients with lake house and vacation rentals.

Because they focus so much on their own life goals, the team makes a big deal out of celebrating each one together and supporting each other. Doug and Amy each welcomed their first children this year, which gave them extra cause for celebration. The team also often take yoga classes and outdoor hikes together, and they stay active in local community organizations. The Darien Lions Club, A Rae of Joi—an organization



Courtney and her team at a game.



The Courtney Monaco Group giving back to their community.

that supports parents with children who have childhood cancer, and St. Jude's Children's Research Hospital are the team's go-tos.

Looking forward, Courtney knows that her team will have to continue to adapt to an ever-changing market, both in terms of what clients expect from REALTORS® and what they look for in homes. It's an exciting challenge that Courtney approaches head-on, like she has the many obstacles she's overcome in her seasoned real estate career.

"The real estate industry continues to change, and we are looking forward to changing with it," says Courtney. "We are excited for the growth the coming years will bring, both personally and professionally."

"As a team we are quick to pivot and evolve," she adds. "Change is the only constant in life, and we always strive to be at the forefront of it. Together, we have built something much bigger and better than we could have alone."

"Our goal is to create our life by design and to aid our clients in creating theirs... Assisting them through this process is, and should be, an honor." - Courtney

guaranteedRate®

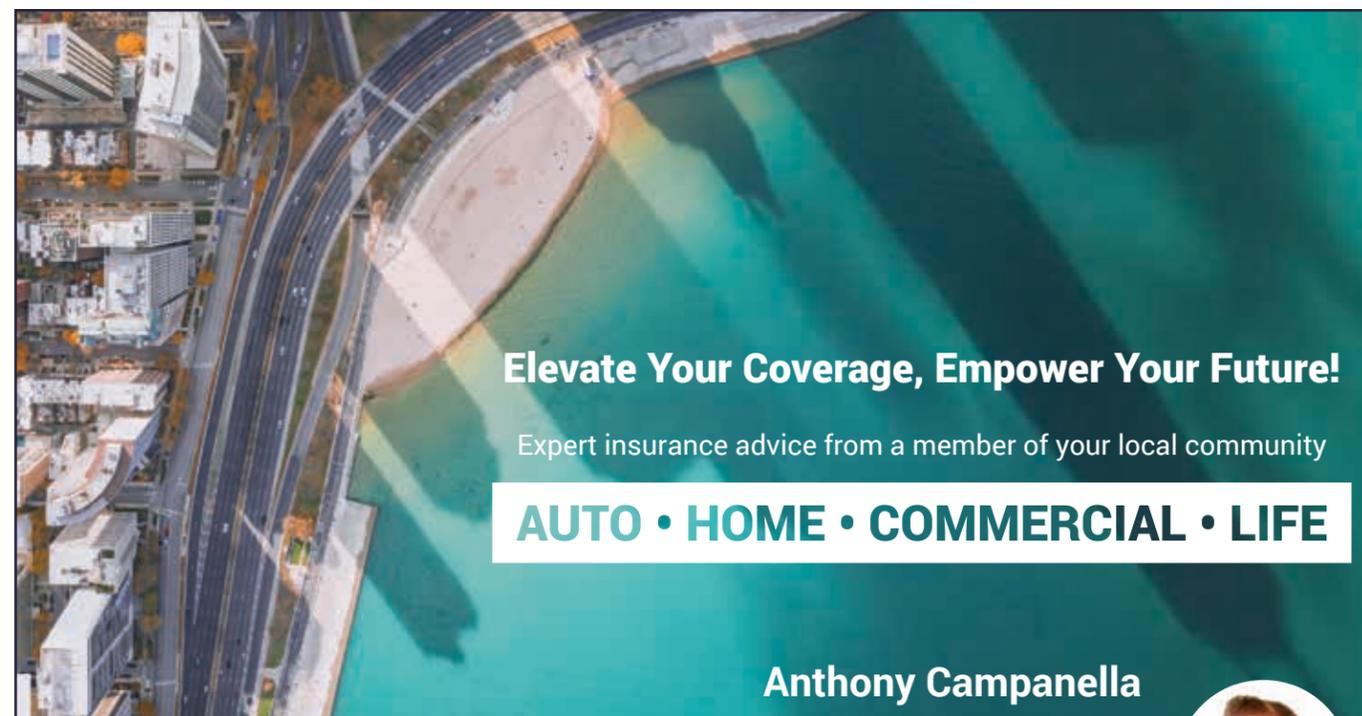
Helping Your Clients Finance
The Home Of Their Dreams.
Love Starts At Home.



ALANNA SEEBAUER
Producing Branch Manager

M: 847.343.0563 | O: 847.607.6132 | [in](https://www.linkedin.com/in/alanna-seebauer)
alanna@rate.com | rate.com/alannaseebauer
NMLS#: 622314 & GR NMLS#: 2611

2023 Guaranteed Rate, Inc. All rights reserved. NMLS License #2611 - For licensing information, go to: www.nmlsconsumeraccess.org
Illinois Mortgage Banker License #0907078 | 3940 N. Ravenswood Ave Chicago, IL 60613 The company name, Guaranteed Rate should not suggest to a consumer that Guaranteed Rate provides an interest rate guaranteed prior to an interest lock.



Elevate Your Coverage, Empower Your Future!

Expert insurance advice from a member of your local community

AUTO • HOME • COMMERCIAL • LIFE

Anthony Campanella

Anthony@NLinsagency.com
630-347-9855
Nextlevelinsagency.com



NEXT LEVEL
INSURANCE

1300 Greenbrook Blvd Suite 200 Hanover Park, IL 60133

JOSEPH A. PADULA-ZAMORA

WITH ZAMORA LAW OFFICE P.C.

Bridging the Gap between Law and Life

In the world of law where complexity often overshadows simplicity, Owner and Managing Attorney Joseph A. Padula-Zamora of Zamora Law Office P.C., has made it his mission to increase people's accessibility to robust legal advice. He has been accomplishing this for ten years by demystifying the legal world and normalizing attorneys so that people will see them as the everyday individuals that they are, ready to serve the everyday person.

Based in Oakbrook Terrace, Zamora Law Office P.C. serves clients in DuPage, Lake, Cook, Kane, and Will counties. Their expertise spans from real estate transactions to criminal cases, to estate planning, and family law.

"We are the office that wants to be available for all our clients' needs, [and take care of them] as if they were our friends and family," shares Joseph.

The only son of a single mother who immigrated from Guatemala with her five children, Joseph learned the value of hard work and education. After living in the Bronx in New York City for many years, his family moved to Cicero, Illinois, in 2000, when Joseph was seventeen. While the move opened new opportunities for him, Joseph saw that success hinged on personal effort. He was determined to succeed for many reasons, but a main one was he had become

a father at age eighteen and was wholeheartedly committed: "I was going to be the best father I could," he states. Joseph graduated from Morton East High School, received his undergraduate degree in economics and Spanish from the University of Illinois Chicago, then went on to obtain his Juris Doctor from the University of Illinois Chicago School of Law (formerly the John Marshall Law School) in 2014.

Joseph's decision to go into law was deeply influenced by his childhood experiences and memories. "Growing up in a home where legal advice was scarce to none had an impact on me," says Joseph. "How many individuals are unable to ask an attorney a simple question and receive a short, guided response that they can count on without a large bill?"

Deeply understanding this void fueled Joseph's passion and commitment to making legal guidance accessible to everyone. He would focus his practice on the everyday person, ensuring that legalese, legal jargon, etc., wouldn't be a barrier. Everything that Zamora Law Office P.C. does for its clients today reflects this commitment to demystifying all things legal.

"Legal proceedings can often seem stressful and confusing. Therefore, we are committed to earning our clients' trust by being truly accessible and responsive to their needs and concerns," notes Joseph.

He also emphasizes that no question is too simple, and fosters a professional environment not only of accessibility and inclusion for clients, but also of learning and growth for his team members. That welcoming hand of inclusion extends to the importance of effectively communicating with clients in the language that they most feel comfortable with, be it English or Spanish.



“
We are the office that wants to be available for all our clients' needs, and take care of them as if they were our friends and family.
”

Joseph with his son at a Sox vs Yankees baseball game.



effort. He notes that while “no struggle can define the end result, a lack of effort will kill the end result.” He takes solace in remembering that “there is always a dawn after the night,” and unwinds from the day with a round of his favorite pastime, golf, and he has recently taken up tennis and pickleball.

Joseph is also an active member of the Illinois Bar Association, DuPage Bar Association, West Suburban Bar Association, and the Women’s Council of REALTORS®, and he has been making it a focus to further support his REALTOR® partners, as they often work with clients that



Joseph visiting Guatemala in 2023.

What Joseph finds most fulfilling about his work is witnessing clients’ smiles at closings, their gratitude for how well he and his team members listen to their situations, and their realization that his office fights what are often uphill battles for them—that their representation is genuine and robust. “I love reading emails from clients, a year after their closing, that say they wouldn’t have been able to purchase their home without our guidance. I love it, too, when a client calls our office two, three, or four years later, seeking legal assistance,” he says.

Joseph’s definition of success is rooted in hard work and daily



can greatly benefit from robust legal advice not only with real estate closings, but other needs.

“These agents truly care about their clients and so do we,” states Joseph. Emphasizing this care and commitment to being accessible, he continues, “There is too much animosity in all areas of the law. Too many of us forget we are all humans first, then individuals, then professionals while working with clients and other professionals. That’s why we [Zamora Law Office P.C.] strive daily to put forth our efforts to care about each client as an individual first, then as a client.”

Passionate about making the law and sound legal advice accessible to everyday people—be it for real estate closings and proceedings, or for a divorce, traffic ticket, or criminal case—Zamora Law Office P.C. is tirelessly building a bridge that overcomes the gap between the law and many people’s lives.

To reach Joseph and to learn more about the services Zamora Law Office P.C. provides its clients, visit www.zamorlawpc.com, call 312-788-7819, or email them at Office@ZamoraLawPC.com.

OVERCOME THE MARKET AND SELL YOUR HOUSE FASTER!

"STUNNING!"



"I'M IN LOVE!"

Our staged homes sell **faster** and for **more money** than non-staged homes. Overcome unpredictable housing markets and buyer preferences with a proven pattern to move buyers from "looking" to "sold."

CHS CHICAGOLAND
— HOME STAGING —
815-577-2233 | INFO@CHICAGOLANDHOMESTAGING.COM
WWW.CHICAGOLANDHOMESTAGING.COM

They're making a big investment. We're here to keep it protected.



ROSE[®]
PEST SOLUTIONS

Trusted for generations to protect health, homes, businesses and the environment since 1860!

100% SATISFACTION GUARANTEED

GREEN PRO CERTIFIED PEST MANAGEMENT

800-GOT-PESTS?  rosepestcontrol.com

THIS FEBRUARY
Fall In Love
WITH A FULL SERVICE INSPECTION TEAM
Trusted Since 1990.



RESIDENTIAL INSPECTIONS | COMMERCIAL INSPECTIONS | FREE WARRANTIES
RADON TESTING | MOLD TESTING | VOC TESTING | EIFS/DRYVIT™ INSPECTIONS
THERMAL INSPECTIONS | SEWER SCOPE INSPECTIONS | CHIMNEY SCOPE INSPECTIONS
FAA DRONE PILOTS | MULTI-INSPECTOR TEAM SERVING ALL OF CHICAGOLAND

 **630-428-4555**
INFO@WHITEGLOVEINSPECTIONS.COM
WHITEGLOVEINSPECTIONS.COM

 **WOMAN OWNED BUSINESS**
 **VETERAN OWNED BUSINESS**




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

KEVIN BOGGS
Agency Owner
License #:3000134505

630-365-7248 | kevin.boggs@goosehead.com
181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108  

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

THE KELLY LAW FIRM

LOCATED IN THE HEART OF DOWNTOWN NAPERVILLE.

HANDLING CLOSINGS IN ALL CHICAGOLAND COUNTIES.



PATRICK KELLY
111 E. JEFFERSON AVE., SUITE 103
NAPERVILLE, IL 60540

PKELLY@KELLY-LAWFIRM.COM | 630.660.4963 | KELLY-LAWFIRM.COM



Tatiana Hernandez

RECIPE FOR RESILIENCE

“We have been very lucky to be able to achieve a lot, and it’s all thanks to our real estate investments. I want to help other people do the same,” says investor-turned REALTOR®, Tatiana Hernandez of Keller Williams Premiere Properties in Glen Ellyn.

In the early years of their marriage, she and her husband, Mauricio, bought and flipped properties for profit. The couple’s individual real estate passions blended perfectly: while Tatiana holds an aptitude for interior design, Mauricio loves construction. It’s a combination that continues to fuel their investments and Tatiana’s connection with clients.

Originally from Cali, Colombia, Tatiana moved to the US shortly after graduating from high school. Once here, she tried “the college thing” but it just didn’t stick.

“To be honest, school was not for me,” Tatiana says. “We came to Chicago as immigrants in December [of that year]. The very next day I was working at a high-paced restaurant and fell in love with the service industry. I worked at restaurants for years and loved every second of it.”

In 2017, a horrific accident changed Tatiana’s life. After a long drive with her mother from Chicago to visit Starved Rock State Park, Tatiana exited her parked car and was hit by an SUV—the driver didn’t see her, and continued to drive with Tatiana underneath the vehicle. In the end, the ordeal crushed ten bones in her body, causing collapsed lungs, damaged organs, a stroke, and a spinal dislocation.

“It was a scene straight out of a movie. About 500 things went through my mind while I was under that car,” she says. “[Immediately after,] My mom held me until the ambulance arrived, and, after saying goodbye, I died in her arms. It was a very



Tatiana in Rome with her family.



peaceful feeling,” she remembers. “But I came back right when the paramedics arrived. They put me in a helicopter and flew me to the nearest trauma center.”

Tatiana would spend the next thirty days in the ICU and then six months

in a wheelchair. After many surgeries that included placing two plates in her body, and lots of physical therapy, she finally recovered, extremely grateful to be alive.

During those long days in the hospital, Tatiana had no shortage of time to reflect on her future.

“The accident and recovery helped define my path going forward,” says Tatiana. “It shaped what I wanted to do with my second chance at life, and who I wanted to be for my family and the world.” She adds, “My mom is incredible. She is my number one hero and my rock. Without her support, I would not be the person I am today.”

Tatiana with her husband, Mauricio, and their daughters, Pia and Camila.



“

We shouldn't be afraid to ask for help and shadow others. We are an amazing community where most are willing to support each other.

on her family. Most of her downtime is spent with Mauricio and their daughters, Pia and Camila, traveling and trying new experiences. The couple has also been able to stick to their once-a-year “just for us” vacation—a commitment that allows them to unwind and refocus.

Looking forward, Tatiana looks to continue to expand her network, especially in the Latino community, and grow her investment portfolio. She also aims to gain mentors and mentees—one of the keys to her success in her, so far, only three-year career.

“This is a hustle industry, but it can also be a lonely industry,” Tatiana observes. “We shouldn't be afraid to ask for help and shadow others. We are an amazing community where most are willing to support each other.”

With her embrace of life, desire to help others achieve financial stability and growth, and love for working, we've no doubt that we will see Tatiana's career continue to blossom.

Over the next few years, Tatiana stayed home to raise her two young daughters. Eventually, it was Mauricio who suggested Tatiana pursue a career in real estate. By then it was 2020, and much of the restaurant industry was shut down due to the pandemic. Even though she didn't want to give up time with her girls, Mauricio knew how much Tatiana missed being in the work world.

“We took advantage of being home 24/7, and I studied hard and took the real estate license exam,” she says. “The reason Mauricio pushed me so hard was so that I would have a good career to lean on in case something happened to him. Without his support, I would not be where I am or have the career I have today.”

It didn't take long for Tatiana to get sucked into the busyness of REALTOR® life. In the early days, her inner drive to succeed saw her sacrificing family time for business time; the biggest fear she had about going back to work.

“At the beginning of my career, I wanted to keep up with other incredibly successful agents and pressured myself so much that I was losing hold of both my business and personal life,” Tatiana says. “I came to the realization that each of us has different lifestyles that allow us success. Once I accepted that and stopped putting that [kind of] pressure on myself, I found balance.”

Now that she has mastered the ideal formula for life and work, Tatiana has been able to grow her business while still focusing

WE TREAT CLIENTS LIKE FAMILY

Realtors Can Trust Us With Their Buyers & Sellers

Setting a new standard of service for home buyers and sellers



See what sets us apart:

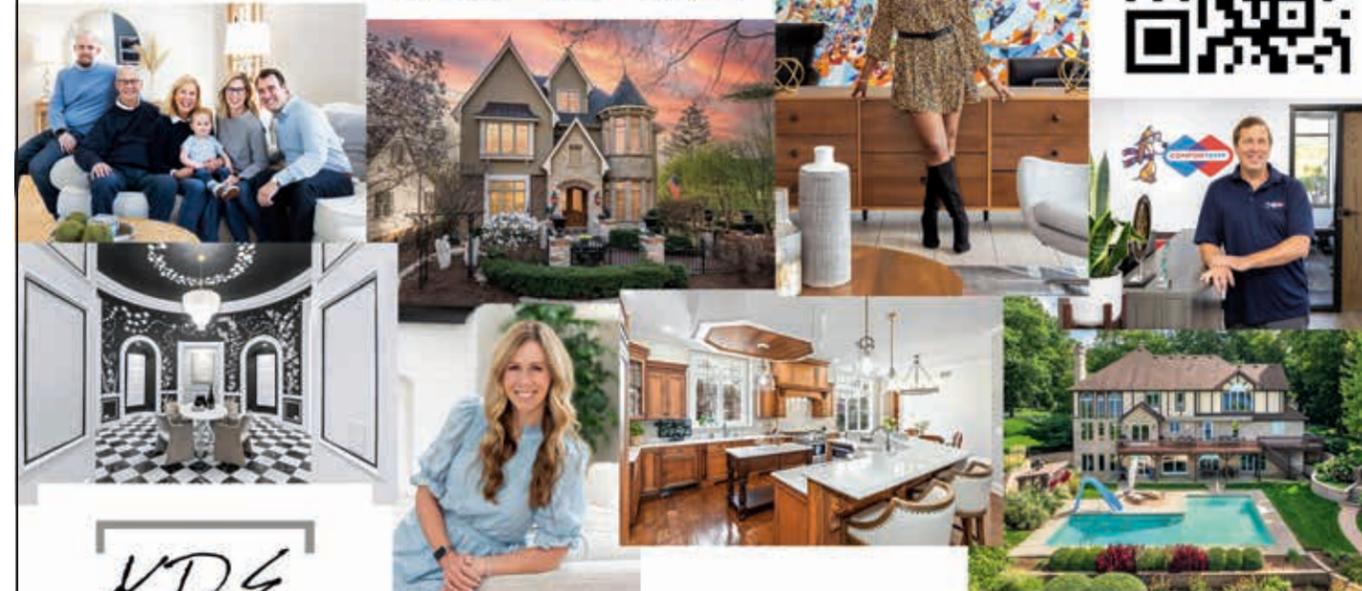
🌐 stuartpolizzilaw.com

📱 [stuartpolizzilaw](https://www.facebook.com/stuartpolizzilaw)



708-476-6852 • stuartpolizzi@gmail.com

One call for it all



KDE
photography inc.

630.244.9959

Photography • Videography • Aerial
www.kdephotography.com

**YOU
KNOW ME,**



**I KNOW
REAL ESTATE**

Work With Us Today!

Ranjha Law Group, P.C. is devoted to providing top-notch individualized legal services for clients in the Chicagoland metro area.



**RANJHA
LAW GROUP**

“ Alex was a pleasure to work with! He was prompt, professional, and made himself available to both me and my agent when needed. This was our first home-buying experience and I couldn't have had better representation. ”

YAMEN A

903 Commerce Dr., Ste 210 Oak Brook, IL 60523
630-277-9368 • ranjhalaw.com



**Great Service. Great Products.
Great Western.**

Your Partners in Design



630-357-3331
Greatwesternflooring.com

Tile • Carpet • Hardwood • Vinyl
Laminate • Countertops • Window Coverings



Kate MacConnell
Design & Sales
Consultant - Naperville



*Crews were skilled, efficient,
professional, and kind.
Will highly recommend.*

- Margaret B -

Hinsdale, IL to Holland, MI

Your clients deserve the best and Prager delivers!
Local, interstate & international moving professionals.



Steve Bonnichsen, VP of Sales & Marketing
155 Fort Hill Dr. | Naperville, IL 60540 | 630-276-1224
steveb@pragermoving.com



FREE TRAINING

*from Visual
Filmworks*

You need to create video. This is nothing new, but did you know that only 9% of realtors are actually doing video? Visual Filmworks is an expert in video marketing. We want to give you this FREE TRAINING to help you elevate your next video project. This is only for a limited time so don't miss out on getting this education



SCAN ME

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

2024



MODERATOR:
J MAGGIO

WINTER EVENT

**REAL PRODUCERS PANEL:
TUESDAY, FEBRUARY 6TH
10:00AM-1:30PM**

PANELISTS:



ELAINE PAGELS MICHAEL LAFIDO SHEENA BAKER DAWN MCKENNA LAUREN WALZ

DOORS OPEN AT 10:00AM

AGENT PANEL: 10:30AM - 12:00PM

SOCIAL: 12:00PM - 1:30PM

Must RSVP; Limited Seating
Private Event for DuPage Real Producers
and Preferred Partners Only
Contact Chicagoland@
realproducersmag.com for event details

SPONSORED BY



Scan to
RSVP



SANTO CIELO RESTAURANT

123 Water St, Suite 509
Naperville, IL 60540



BIEN TRUCHA GROUP

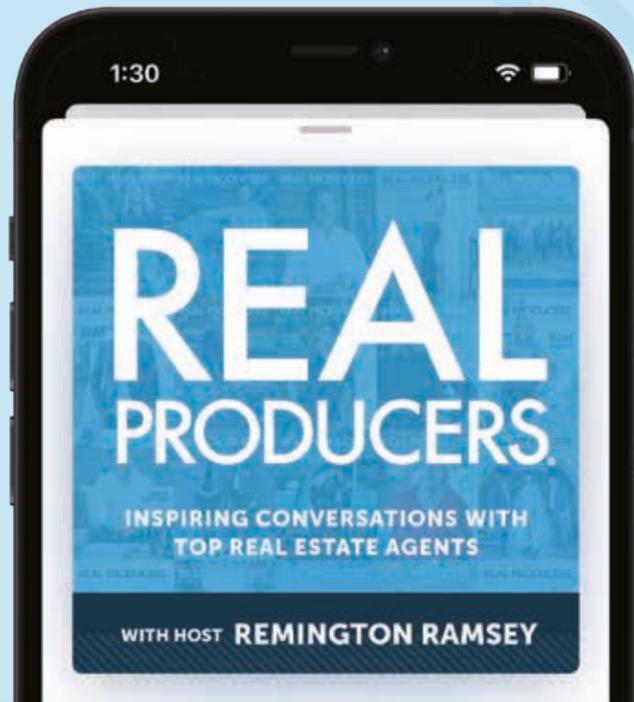


**FOOD AND
DRINKS PROVIDED
RAFFLES AND GIVEAWAYS**

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

Same Brand, New Reach –
Tune in for free today

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



**WE MAKE
HOME
FINANCING
EASY AND
AFFORDABLE.**



MEET THE HOST

Real Producers Podcast is hosted by Remington Ramsey, creator of the Real Producers brand that reaches more than 100 markets nationwide. He is a real estate investor as well as an avid reader and writer.

TOP 150 STANDINGS

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-------------|--------|--------------|--------|--------------|---------|---------------|
| 1 | Tim | Schiller | 94 | \$71,247,525 | 78 | \$55,647,300 | 172 | \$126,894,825 |
| 2 | Dawn | McKenna | 30 | \$61,870,500 | 33 | \$48,258,070 | 63 | \$110,128,570 |
| 3 | Kris | Berger | 25 | \$35,820,500 | 20 | \$27,102,300 | 45 | \$62,922,800 |
| 4 | Larysa | Domino | 24 | \$24,781,736 | 36 | \$36,898,500 | 60 | \$61,680,236 |
| 5 | Kelly | Stetler | 36 | \$33,965,566 | 26 | \$20,788,987 | 62 | \$54,754,553 |
| 6 | Kim | Dalasky | 33 | \$24,565,900 | 42 | \$28,867,900 | 75 | \$53,433,800 |
| 7 | Lance | Kammes | 60 | \$26,452,541 | 58 | \$23,430,052 | 118 | \$49,882,593 |
| 8 | Lina | Shah | 26 | \$33,009,500 | 17 | \$15,671,500 | 43 | \$48,681,000 |
| 9 | Bryan | Bomba | 29 | \$28,791,025 | 25 | \$19,597,100 | 54 | \$48,388,125 |
| 10 | Patricia | Wardlow | 47 | \$25,221,667 | 40 | \$21,896,000 | 87 | \$47,117,667 |
| 11 | Nicholas | Solano | 70 | \$44,950,280 | 1 | \$746,000 | 71 | \$45,696,280 |
| 12 | Pat | Murray | 54 | \$29,759,250 | 31 | \$15,143,250 | 85 | \$44,902,500 |
| 13 | Maureen | Rooney | 42 | \$25,931,350 | 27 | \$17,136,500 | 69 | \$43,067,850 |
| 14 | Tracy | Anderson | 18 | \$20,457,867 | 19 | \$21,968,350 | 37 | \$42,426,217 |
| 15 | Nathan | Stillwell | 39 | \$23,805,967 | 26 | \$17,669,500 | 65 | \$41,475,467 |
| 16 | Linda | Feinstein | 30 | \$28,731,750 | 19 | \$12,506,000 | 49 | \$41,237,750 |
| 17 | Julie | Sutton | 20 | \$26,007,045 | 14 | \$15,022,410 | 34 | \$41,029,455 |
| 18 | William | White | 30 | \$21,126,288 | 21 | \$15,290,600 | 51 | \$36,416,888 |
| 19 | Linda | Little | 73 | \$34,989,970 | 1 | \$515,000 | 74 | \$35,504,970 |
| 20 | Katie | Minott | 11 | \$20,038,389 | 9 | \$15,438,379 | 20 | \$35,476,768 |
| 21 | Christine | Wilczek | 43 | \$29,063,468 | 14 | \$6,176,814 | 57 | \$35,240,282 |
| 22 | Lori | Johannesson | 29 | \$20,958,602 | 18 | \$11,475,601 | 47 | \$32,434,203 |
| 23 | Ginny | Stewart | 10 | \$18,752,000 | 9 | \$13,456,900 | 19 | \$32,208,900 |
| 24 | Julie | Schwager | 36 | \$22,117,500 | 18 | \$9,777,000 | 54 | \$31,894,500 |
| 25 | Sarah | Leonard | 29 | \$12,335,300 | 42 | \$18,804,400 | 71 | \$31,139,700 |
| 26 | Megan | McCleary | 13 | \$22,396,400 | 7 | \$8,395,000 | 20 | \$30,791,400 |
| 27 | Michael | Berg | 40 | \$17,045,934 | 16 | \$9,850,130 | 56 | \$26,896,064 |
| 28 | Alice | Chin | 23 | \$15,486,900 | 17 | \$11,098,025 | 40 | \$26,584,925 |
| 29 | Tom | Fosnot | 52 | \$18,914,986 | 23 | \$7,301,200 | 75 | \$26,216,186 |
| 30 | Trevor | Pauling | 14 | \$17,832,210 | 9 | \$8,080,000 | 23 | \$25,912,210 |
| 31 | Beth | Burt | 15 | \$15,745,000 | 10 | \$9,975,000 | 25 | \$25,720,000 |
| 32 | Paul | Mancini | 7 | \$5,179,500 | 14 | \$19,323,500 | 21 | \$24,503,000 |
| 33 | Elaine | Pagels | 26 | \$16,424,500 | 12 | \$8,014,000 | 38 | \$24,438,500 |
| 34 | Patti | Michels | 23 | \$18,787,900 | 6 | \$3,235,300 | 29 | \$22,023,200 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-----------------|--------|--------------|--------|--------------|---------|--------------|
| 35 | Justin | Greenberg | 13 | \$6,573,500 | 39 | \$14,907,506 | 52 | \$21,481,006 |
| 36 | Michael | LaFido | 12 | \$14,392,400 | 4 | \$7,040,000 | 16 | \$21,432,400 |
| 37 | Kevin | Layton | 10 | \$8,574,900 | 16 | \$12,392,309 | 26 | \$20,967,209 |
| 38 | Michael | Thornton | 18 | \$8,807,067 | 27 | \$12,023,790 | 45 | \$20,830,857 |
| 39 | Paul | Baker | 46 | \$13,980,200 | 18 | \$6,710,600 | 64 | \$20,690,800 |
| 40 | Penny | O'Brien | 20 | \$14,693,100 | 10 | \$5,673,000 | 30 | \$20,366,100 |
| 41 | Margaret | Smego | 9 | \$9,761,000 | 9 | \$10,402,900 | 18 | \$20,163,900 |
| 42 | Natalie | Weber | 15 | \$12,229,850 | 10 | \$7,753,950 | 25 | \$19,983,800 |
| 43 | Jan | Morel | 9 | \$6,455,249 | 12 | \$13,481,249 | 21 | \$19,936,498 |
| 44 | Eric | Logan | 21 | \$11,439,253 | 15 | \$7,614,500 | 36 | \$19,053,753 |
| 45 | Natasha | Miller | 20 | \$14,389,000 | 6 | \$4,503,000 | 26 | \$18,892,000 |
| 46 | Lisa | Byrne | 24 | \$14,814,500 | 8 | \$4,044,900 | 32 | \$18,859,400 |
| 47 | Alexandra | Shaban | 4 | \$8,620,000 | 7 | \$10,003,000 | 11 | \$18,623,000 |
| 48 | Vipin | Gulati | 9 | \$3,288,500 | 33 | \$15,194,190 | 42 | \$18,482,690 |
| 49 | Lisa | Zeller-O'Malley | 12 | \$11,080,000 | 10 | \$7,155,500 | 22 | \$18,235,500 |
| 50 | Moin | Haque | 5 | \$2,700,995 | 14 | \$15,295,501 | 19 | \$17,996,496 |

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. DuPage Real Producers and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.

Happy Valentine's Day

**Experience.
Knowledge.
Results.**

JW | LAW OFFICE OF
JAMES F. WHITE, P.C.

Over 30 Years Of Experience In Real Estate

630-466-1600 | jwhite-law.com | 160 S. Municipal Dr. Suite 100, Sugar Grove, IL 60554

Refresh Your Space In 2024



HORTONS
HOME LIGHTING

60 South La Grange Road | La Grange, IL 60525

www.HortonsHome.com | 708.352.2110

HINKLEY



LET'S BUILD TOGETHER

Call me so we can talk about:

- **InHere:** Transparency & Communication on Every Transaction
- **Chicago Agent One:** Industry's #1 Closing Cost App & More
- **Mobile Earnest Money Deposit:** Hassle & Contact-Free Earnest Money Delivery
- **Target Marketing:** Be More Effective in Your Lead Generation & Relationship Building

RYAN HORVATH, Key Account Manager
P: 224.242.6848 | E: ryan.horvath@ctt.com

McMaster
Painting & Decorating
"Where Vision Becomes Reality"



The Right Color Makes All The Difference

SERVING CHICAGO & SUBURBS



Kevin McVicker, Owner
\$ GET A QUOTE 773-268-2050
info@mcmasterpainting.com
www.mcmasterpainting.com

The Fry Group, LLC



Vanessa Cici Fry, Attorney at Law
Residential & Commercial Real Estate Law

ONE LINCOLN CENTER

18W140 Butterfield Road, Suite 1100 | Oak Brook Terrace, IL 60181

Phone 630-563-5383 | Fax 630-629-9767
vanessa@frylawgroup.com

WE'VE GOT YOU COVERED. **13** months



hwahomewarranty.com • 888.492.7359

Coverage You Can TRUST This Season

Give your buyers and sellers the coverage they deserve. Always ask for the HWA FULL SERVICE 13-month company



YOUR LOCAL REPRESENTATIVES
Over 25 Years combined experience!



Tia Buderstadt
Account Executive
Million Dollar Producer
847-271-7968
Tia.D@hwahomewarranty.com

Liane Luckett
Account executive
Multi Million Dollar Producer
708-205-5193
lluckett@HWAhomewarranty.com



TOP 150 STANDINGS

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|-------------|-------------|--------|--------------|--------|--------------|---------|--------------|
| 51 | Jeff | Stainer | 12 | \$8,468,316 | 17 | \$9,382,440 | 29 | \$17,850,756 |
| 52 | Bridget | Salela | 11 | \$11,734,839 | 9 | \$5,905,339 | 20 | \$17,640,178 |
| 53 | Diane | Coyle | 21 | \$9,671,500 | 17 | \$7,696,700 | 38 | \$17,368,200 |
| 54 | Ginny | Leamy | 23 | \$8,820,950 | 20 | \$8,499,200 | 43 | \$17,320,150 |
| 55 | Stacey | Harvey | 8 | \$6,672,100 | 12 | \$10,384,000 | 20 | \$17,056,100 |
| 56 | Cindy | Purdom | 11 | \$6,951,525 | 17 | \$9,988,875 | 28 | \$16,940,400 |
| 57 | John | Barry | 11 | \$12,258,960 | 5 | \$3,885,650 | 16 | \$16,144,610 |
| 58 | Julie | Kaczor | 18 | \$11,264,800 | 8 | \$4,773,870 | 26 | \$16,038,670 |
| 59 | Ann | deVane | 7 | \$6,371,000 | 9 | \$9,496,900 | 16 | \$15,867,900 |
| 60 | Jennifer | Iaccino | 11 | \$8,225,000 | 11 | \$7,580,900 | 22 | \$15,805,900 |
| 61 | Cathy | Balice | 6 | \$7,648,900 | 6 | \$7,879,900 | 12 | \$15,528,800 |
| 62 | Cindy | Banks | 32 | \$12,146,200 | 11 | \$3,338,953 | 43 | \$15,485,153 |
| 63 | Shelly | Perkowski | 6 | \$8,500,500 | 4 | \$6,966,045 | 10 | \$15,466,545 |
| 64 | Christopher | Lobrillo | 53 | \$15,403,875 | 0 | \$0 | 53 | \$15,403,875 |
| 65 | Renee | Hughes | 17 | \$10,938,600 | 11 | \$4,379,400 | 28 | \$15,318,000 |
| 66 | Beth | Gorz | 13 | \$7,381,600 | 11 | \$7,874,500 | 24 | \$15,256,100 |
| 67 | Michael | Muisenga | 12 | \$8,457,353 | 8 | \$6,735,900 | 20 | \$15,193,253 |
| 68 | Sophia | Su | 17 | \$8,353,700 | 15 | \$6,774,230 | 32 | \$15,127,930 |
| 69 | Virginia | Jackson | 13 | \$8,407,600 | 10 | \$6,472,000 | 23 | \$14,879,600 |
| 70 | Diana | Ivas | 11 | \$8,508,500 | 4 | \$6,015,000 | 15 | \$14,523,500 |
| 71 | Chris | Lukins | 12 | \$7,512,500 | 11 | \$6,990,210 | 23 | \$14,502,710 |
| 72 | Caroline | Senetar | 16 | \$8,850,666 | 9 | \$5,542,900 | 25 | \$14,393,566 |
| 73 | Carrie | Foley | 14 | \$9,550,186 | 7 | \$4,826,500 | 21 | \$14,376,686 |
| 74 | Mary Beth | Ryan | 8 | \$4,758,101 | 11 | \$9,452,000 | 19 | \$14,210,101 |
| 75 | Eric | Andersen | 9 | \$5,778,500 | 19 | \$8,220,050 | 28 | \$13,998,550 |
| 76 | Michael | Odeh | 21 | \$7,359,844 | 15 | \$6,553,500 | 36 | \$13,913,344 |
| 77 | Thomas | Pilafas | 22 | \$13,164,000 | 1 | \$640,000 | 23 | \$13,804,000 |
| 78 | Margaret | Giffin | 9 | \$6,070,450 | 15 | \$7,669,050 | 24 | \$13,739,500 |
| 79 | Courtney | Stach | 12 | \$11,061,500 | 3 | \$2,469,000 | 15 | \$13,530,500 |
| 80 | Kelly | Kirchheimer | 7 | \$5,875,000 | 10 | \$7,555,500 | 17 | \$13,430,500 |
| 81 | Walter | Burrell | 10 | \$8,265,200 | 4 | \$5,130,000 | 14 | \$13,395,200 |
| 82 | Tim | Binning | 31 | \$13,382,730 | 0 | \$0 | 31 | \$13,382,730 |
| 83 | Linda | Conforti | 8 | \$6,309,750 | 8 | \$7,042,000 | 16 | \$13,351,750 |
| 84 | Tracy | Driscoll | 16 | \$10,963,500 | 5 | \$2,387,500 | 21 | \$13,351,000 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|--------------|--------|--------------|--------|-------------|---------|--------------|
| 85 | Natalie | Ryan | 5 | \$7,909,000 | 7 | \$5,410,000 | 12 | \$13,319,000 |
| 86 | Terri | Christian | 17 | \$13,315,165 | 0 | \$0 | 17 | \$13,315,165 |
| 87 | Tom | Makinney | 13 | \$6,977,401 | 10 | \$6,253,400 | 23 | \$13,230,801 |
| 88 | Laura | McGreal | 9 | \$4,766,500 | 14 | \$8,300,000 | 23 | \$13,066,500 |
| 89 | Bernard | Cobb | 14 | \$7,465,000 | 11 | \$5,506,700 | 25 | \$12,971,700 |
| 90 | Kimberly | Heller | 22 | \$8,381,102 | 10 | \$4,502,550 | 32 | \$12,883,652 |
| 91 | Julie | Roback | 17 | \$7,099,150 | 13 | \$5,763,400 | 30 | \$12,862,550 |
| 92 | Cynthia | Windeler | 18 | \$9,409,100 | 7 | \$3,435,900 | 25 | \$12,845,000 |
| 93 | Jennifer | Drohan | 16 | \$7,141,300 | 5 | \$5,295,000 | 21 | \$12,436,300 |
| 94 | Jeffrey | Proctor | 4 | \$3,925,000 | 8 | \$8,508,900 | 12 | \$12,433,900 |
| 95 | Robert | Picciariello | 20 | \$12,401,600 | 0 | \$0 | 20 | \$12,401,600 |
| 96 | Diane | Salach | 9 | \$6,899,500 | 10 | \$5,477,500 | 19 | \$12,377,000 |
| 97 | John | Wilt | 16 | \$8,849,806 | 7 | \$3,481,000 | 23 | \$12,330,806 |
| 98 | Mike | McCurry | 12 | \$7,808,733 | 8 | \$4,486,500 | 20 | \$12,295,233 |
| 99 | Jill | Clark | 11 | \$9,404,500 | 2 | \$2,875,000 | 13 | \$12,279,500 |
| 100 | William | Anderson | 6 | \$4,071,000 | 11 | \$8,114,500 | 17 | \$12,185,500 |

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. DuPage Real Producers and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.

Helping You Achieve The American Dream

I provide home financing for residential mortgages, including, conventional, FHA, VA, USDA, and Jumbo loans. I listen to my clients' needs and together we determine the most appropriate course of action. Many of my customers are First Time Home Buyers and repeat customers. As a lifelong Chicago area resident, I enjoy helping promote homeownership to as many people as possible, in our local community.

CONTACT ME TO LEARN MORE

Pat Cannone | NMLS# 228900
Executive Loan Officer | Rocket Mortgage
C: 630-965-8138 | T: 630-361-6233
patcannone.com

ROCKET Mortgage

Send Your Clients a Gift They Will Love!



Contact Us Today For Valentine's Day Specials

 American made since 1949

CUT ABOVE
Gifts.com

CutAboveGifts@gmail.com
CutAboveGifts.com

 **CUTCO**
CLOSING GIFTS

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

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




BLAIR CROWN DESIGN
224-707-0138
BLAIR@BLAIRCROWNDISIGN.COM

 We can help clean up the mess before you list.





 **Bella**
Professional, Healthy & Courteous
Beautiful Cleaning

20% SALE
on our carpet,
upholstery drapery and
tile cleaning services

CALL TO SCHEDULE
630-960-9422

To find all our services, go to
www.bella-cleaning.com

Family Owned & Operated
Local Moving
Long Distance Moving
Packing
Custom Crating
Storage

 **Boerman**
EST. 1926
630.972.1000
ESTD 1908
An Interstate Agent for **BEKINS**

Schedule a free in-home estimate today!
630.972.1000



Boerman Moving & Storage
Interstate Agent for Bekins Van Lines



TOP 150 STANDINGS

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|--------------------|--------|--------------|--------|--------------|---------|--------------|
| 101 | Kim | Moustis | 17 | \$7,073,000 | 11 | \$5,055,000 | 28 | \$12,128,000 |
| 102 | Sairavi | Suribhotla | 4 | \$1,903,000 | 18 | \$10,213,866 | 22 | \$12,116,866 |
| 103 | Simran | Dua | 10 | \$4,354,501 | 13 | \$7,653,823 | 23 | \$12,008,324 |
| 104 | Kathy | McKinney | 7 | \$4,342,000 | 10 | \$7,658,235 | 17 | \$12,000,235 |
| 105 | Charles | McCann | 18 | \$7,179,000 | 12 | \$4,625,000 | 30 | \$11,804,000 |
| 106 | Kelly | Bitto | 10 | \$6,773,000 | 6 | \$5,000,135 | 16 | \$11,773,135 |
| 107 | Richard | Babb | 25 | \$8,394,770 | 8 | \$3,355,000 | 33 | \$11,749,770 |
| 108 | Denis | Horgan | 16 | \$6,932,000 | 10 | \$4,704,000 | 26 | \$11,636,000 |
| 109 | Bridget | Carroll | 10 | \$4,758,950 | 12 | \$6,806,000 | 22 | \$11,564,950 |
| 110 | Christopher | Cobb | 9 | \$5,310,000 | 9 | \$6,246,930 | 18 | \$11,556,930 |
| 111 | Gail | Niermeyer | 6 | \$4,442,000 | 8 | \$7,108,000 | 14 | \$11,550,000 |
| 112 | David | Gust | 12 | \$6,614,250 | 6 | \$4,802,500 | 18 | \$11,416,750 |
| 113 | Kris | Maranda | 12 | \$5,329,699 | 13 | \$6,010,199 | 25 | \$11,339,898 |
| 114 | Kimberly | Brown-Lewis | 5 | \$1,609,900 | 19 | \$9,663,900 | 24 | \$11,273,800 |
| 115 | Catherine | Bier | 6 | \$4,098,316 | 15 | \$7,096,571 | 21 | \$11,194,887 |
| 116 | Mike | Long | 12 | \$6,093,400 | 9 | \$5,009,000 | 21 | \$11,102,400 |
| 117 | Yvonne | Despinich | 13 | \$7,706,000 | 6 | \$3,369,000 | 19 | \$11,075,000 |
| 118 | Joseph | Champagne | 10 | \$4,734,400 | 10 | \$6,327,500 | 20 | \$11,061,900 |
| 119 | Naveenasree | Ganesan | 5 | \$3,114,000 | 17 | \$7,942,602 | 22 | \$11,056,602 |
| 120 | Edward | Hall | 13 | \$6,358,184 | 10 | \$4,658,775 | 23 | \$11,016,959 |
| 121 | Sarah | Swanson | 2 | \$3,465,000 | 5 | \$7,504,000 | 7 | \$10,969,000 |
| 122 | Scott | Wiley | 5 | \$2,113,000 | 15 | \$8,508,000 | 20 | \$10,621,000 |
| 123 | Wendy | Pawlak | 17 | \$6,777,725 | 9 | \$3,831,400 | 26 | \$10,609,125 |
| 124 | Holly | Pickens | 12 | \$7,230,000 | 7 | \$3,375,500 | 19 | \$10,605,500 |
| 125 | ElizaBeth | Schoonenberg | 10 | \$7,671,255 | 6 | \$2,926,000 | 16 | \$10,597,255 |
| 126 | Jennifer | Niederbrach-Soszko | 19 | \$7,911,527 | 10 | \$2,610,950 | 29 | \$10,522,477 |
| 127 | Patrick | Roach | 10 | \$3,150,000 | 19 | \$7,338,400 | 29 | \$10,488,400 |
| 128 | Adam | Stary | 16 | \$7,243,438 | 7 | \$3,241,000 | 23 | \$10,484,438 |
| 129 | Misael | Chacon | 23 | \$10,253,262 | 1 | \$178,662 | 24 | \$10,431,924 |
| 130 | Josie | Morrison | 20 | \$7,053,630 | 8 | \$3,312,000 | 28 | \$10,365,630 |
| 131 | Courtney | Monaco | 11 | \$5,133,000 | 14 | \$5,169,600 | 25 | \$10,302,600 |
| 132 | Christy | Alwin | 18 | \$7,793,300 | 6 | \$2,416,900 | 24 | \$10,210,200 |
| 133 | Becky | Chase VanderVeen | 16 | \$8,017,634 | 6 | \$2,155,500 | 22 | \$10,173,134 |
| 134 | Holley | Kedzior | 10 | \$5,039,450 | 12 | \$5,096,800 | 22 | \$10,136,250 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|---------------|--------|-------------|--------|-------------|---------|--------------|
| 135 | Troy | Cooper | 10 | \$6,421,300 | 7 | \$3,706,900 | 17 | \$10,128,200 |
| 136 | Sarah | Machmouchi | 19 | \$6,969,100 | 6 | \$3,135,000 | 25 | \$10,104,100 |
| 137 | Jeff | Salhani | 8 | \$4,077,900 | 9 | \$6,010,000 | 17 | \$10,087,900 |
| 138 | Angela | Testa-Kerivan | 14 | \$7,797,800 | 4 | \$2,224,900 | 18 | \$10,022,700 |
| 139 | Keith | McMahon | 13 | \$6,816,000 | 5 | \$3,100,000 | 18 | \$9,916,000 |
| 140 | Sabrina | Glover | 13 | \$5,668,000 | 10 | \$4,195,500 | 23 | \$9,863,500 |
| 141 | Carl | Cho | 10 | \$4,907,500 | 14 | \$4,940,152 | 24 | \$9,847,652 |
| 142 | Debbie | Obradovich | 5 | \$5,370,000 | 8 | \$4,427,500 | 13 | \$9,797,500 |
| 143 | Matthew | Kombrink | 23 | \$8,432,900 | 4 | \$1,357,240 | 27 | \$9,790,140 |
| 144 | Dimpi | Mittal | 8 | \$4,463,000 | 11 | \$5,250,320 | 19 | \$9,713,320 |
| 145 | Kathie | Frerman | 7 | \$4,041,850 | 8 | \$5,640,000 | 15 | \$9,681,850 |
| 146 | Chris | Pequet | 9 | \$7,890,000 | 2 | \$1,600,000 | 11 | \$9,490,000 |
| 147 | Shelley | Brzozowski | 8 | \$6,427,000 | 5 | \$3,033,000 | 13 | \$9,460,000 |
| 148 | Puneet | Kapoor | 7 | \$2,577,500 | 12 | \$6,870,999 | 19 | \$9,448,499 |
| 149 | Craig | Sebert | 10 | \$5,893,000 | 6 | \$3,553,000 | 16 | \$9,446,000 |
| 150 | Lisa | Wolf | 8 | \$3,773,464 | 15 | \$5,640,273 | 23 | \$9,413,737 |

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. DuPage Real Producers and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.



ATTORNEY'S HERE TO HELP YOU WITH ALL YOUR REAL ESTATE NEEDS
Let Us Assist With All Your Real Estate Legal Needs & Questions!
WE DO ESTATES & TRUSTS TOO!

Niko Maniakouras
 Attorney at Law | Niko Law LLC
 7808 W. College Dr., STE 4SW Palos Heights, IL 60463
 708-966-9388 | info@niko-law.com



Paper to Party

— EVENT PLANNING —

Be a guest at your own event.

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

CALL LINDA TODAY TO GET STARTED!

847-903-2148

papertoparty@comcast.net
papertoparty.com



Breathe Easy

Chicagoland's best value on an extremely dependable radon system installed with award-winning service.



LESS PHONE TAG | LESS DELAYS | QUICKER DELIVERY | LESS SURPRISES

DuPage Radon Contractors

630-836-1918
dupageradon.com

Radon mitigation services are designed specifically for real estate transactions. Our redundant processes are designed to never delay a closing.



WE RUN TOGETHER.



We're Comfort's Best Friend
www.mycomfortemp.com
(630) 537-8367

EVERY TRANE AIR CONDITIONER, FURNACE AND HEAT PUMP IS ENGINEERED, BUILT AND TESTED TO RUN, RUN AND RUN—JUST LIKE YOU.



TRANSFORM YOUR KITCHEN

Custom Countertops. Guaranteed for Life



Contact Us Today To Get Started!

847.260.5940
 135 E Van Emmon St. | Yorkville, IL 60560
 9894 Franklin Ave. | Franklin Park, IL 60131
www.selectsurfaces.net | support@selectsurfaces.net





20 YEARS OF
THE N2 COMPANY

YOUR EXPERIENCED & KNOWLEDGEABLE PARTNER



- ✓ Top 1% Loan Originator 2020 & 2021
- ✓ Scotsman Guide Top Originators List 2020 & 2021
- ✓ Circle of Excellence 2020

Bill Pendley
 Loan Consultant | NMLS# 211969
 1431 Opus Place, Suite 135
 Downer's Grove, IL 60515
 630.330.5626
 Bill.Pendley@CaliberHomeLoans.com



*Some loan applications are not suited for digital delivery of asset, income, employment and other documents required for loan approval. © 2021 S. WellFire Rd., Cooper, TX 72018 (NMLS #196072), 1-800-435-6282. Copyright © 2018. All Rights Reserved. Equal Housing Lender and lending professionals only and not for distribution to consumers. This communication may contain information that is private, legally privileged, and/or exempt from disclosure under applicable law. Distribution to the general public is prohibited. (180112, NCL)

WE WILL TEACH YOU HOW TO TAKE CARE OF YOUR HOME

OVER 3,000 EFFICIENT INSPECTIONS PERFORMED

INSPECTELITE.COM
(224) 410-6004



IL License Home Inspector #450.011805