

NORTH SHORE

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

## JAMES ZILTZ

Tenfold Returns

AGENT FEATURE:

**Kieron Quane**

ON THE RISE:

**Stephanie (Siegel) Weisman**

PARTNER SPOTLIGHT:

**The David Frank Law Group**

**TOP 250  
STANDINGS**

**WINTER  
EVENT:**

Agent Panel

Hosted by Saranello's

Wednesday, February

7th, 10AM

Details on page 36

FEBRUARY 2024





CHICAGO LUXURY LIVING  
DONE RIGHT



**REALTOR REFERRAL PROGRAM**

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

[middleforkluxury.com](http://middleforkluxury.com) . [info@middleforkluxury.com](mailto:info@middleforkluxury.com) . 312.560.3969









DESIGN

CHICAGO LUXURY HOME STAGING











[www.mdesign.house/](http://www.mdesign.house/) . [mj.murnane@mdesign.house](mailto:mj.murnane@mdesign.house) . 847.922.6775



# TABLE OF CONTENTS

 <b>12</b> Agent Feature: Kieron Quane	 <b>18</b> Cover Story: James Ziltz	 <b>24</b> Partner Spotlight: The David Frank Law Group
 <b>30</b> On the Rise: Stephanie (Siegel) Weisman	 <b>36</b> Winter Event: Saranello's Wednesday, February 7th	 <b>40</b> Top 250 Standings

# MEET THE NORTH SHORE REAL PRODUCERS TEAM

 <b>Andy Burton</b> Publisher	 <b>Emily Burton</b> Director of Partner Success and Editorial Content	 <b>Melissa Lopez</b> Operations and Content Specialist	 <b>Antonio Delao</b> Account Executive of Relationships	 <b>Blair Piell</b> Events Coordinator	 <b>Katie Cremean</b> Ad Strategist
 <b>Christine Thom</b> Managing Editor	 <b>Chris Menezes</b> Writer	 <b>Richard Camacho</b> Photographer	 <b>Joseph Castello</b> Photographer	 <b>Elliot Powell</b> Photographer	 <b>Travis Heberling</b> Videographer

**RP** 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)

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



**LR GREGORY & SON**  
HEATING • COOLING • ROOFING  
[lrgregory.com](http://lrgregory.com)

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

**Our team of specialists are ready to assist you.**

- For nearly 70 years, graciously serving Chicago's North Shore communities.
- Fully Licensed and Insured 24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts

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

## Thorough Guidance. Efficient Communication. Honest Counsel.




**Matthew F. Howeth**  
Attorney at Law

Howeth Law LLC  
**(847) 915-6135**  
430 Ames Street  
Libertyville, IL 60048

**HOWETH LAW**  
[WWW.HOWETHLAWLLC.COM](http://WWW.HOWETHLAWLLC.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!

**ACCOUNTING - CPA**

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

**ARCHITECT**

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

**ATTORNEY**

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

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

Howeth Law LLC  
(847) 915-6135  
HowethLawLLC.com

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

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

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

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

The Law Office of  
Joseph F. Vitu Jr.  
(847) 400-4691

Zamudio Law Group  
(847) 732-5422

**BUILDER**

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

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

**CLOSING GIFTS**

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

**DESIGN**

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

**EVENT PLANNING**

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

**FLOORING**

Iskalis Flooring Group  
John Iskalis  
(847) 456-2426

**HOME IMPROVEMENT**

The ABL Group  
George Markouostas  
(847) 579-1600  
ABLAZEdesigngroup.com

**HOME INSPECTION**

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

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

Spyglass Property Inspections  
(847) 401-7585  
SpyglassInspections.net

**INSURANCE**

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

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

**MOLD REMEDIATION**

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

**MORTGAGE / LENDER**

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

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

Forum Mortgage Bancorp  
Katherine Bukowski  
(847) 456-4416

Gold Coast Bank  
Mark Johnson  
(708) 710-8530

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

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

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

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

NRL Mortgage  
(773) 556-9283

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

Vybe Mortgage  
The Alex Filin Team  
(847) 732-8913

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

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

**PEST SOLUTIONS**

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

**PHOTOGRAPHY**

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

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

**PRINTING, DIRECT MAIL SERVICES**

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

**REAL ESTATE PHOTOGRAPHY/ VIDEO/MATTERPORT**

Prestige Real Estate  
Images Inc.  
(773) 209-3714  
PrestigeListingPhotos.com

**ROOFING**

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

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

**STAGING**

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

**TITLE COMPANY**

Chicago Title  
(312) 465-6554  
CTCastleConnect.com

**TREE SERVICES**

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

**VIDEOGRAPHER**

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

**FEATURED IN**

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

## What is on your New Years Resolution List?

*Finding a Lawyer who provides a smooth closing from contract to close? Give us a call today!*

30+ years of navigating market ups and downs and challenges on behalf of clients. Skilled in working with clients, realtors, and lenders to successful closings. Accessible 24/7

Combination of Creative thinking and experience to customize transactions for clients

**LINCOLN STREET LAW, P.C.**

Katherine S. O'Malley  
Attorney at Law

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






# Photography



Editorial • Events • Portraiture

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



# 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 Janet Borden, Vittoria Logli, Rafay Qamar, Sohail Salahuddin, and Kati Spaniak have graciously carved out time to help elevate our knowledge of the real estate industry. A huge thank you to Saranello's for providing the *North Shore Real Producers* community a space to connect. We look forward to seeing you on February 7th at 10 A.M. Additional details can be found on page 36. Don't forget to register to reserve your spot.

 @nsrealproducers  
 facebook.com/NorthShoreRealProducers

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, 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

# 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](mailto:papertoparty@comcast.net)  
[papertoparty.com](http://papertoparty.com)



**I love this town.**



Mitchell Insurance Agency Inc  
Matt Mitchell, President  
[www.insurewithmatt.com](http://www.insurewithmatt.com)  
[matt@mattmitchellagency.com](mailto:matt@mattmitchellagency.com)  
Bus: 847-967-0300

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





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



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



800-GOT-PESTS?  [rosepestcontrol.com](https://www.rosepestcontrol.com)

Making The Closing Process As Easy As *Riding A Bike!*

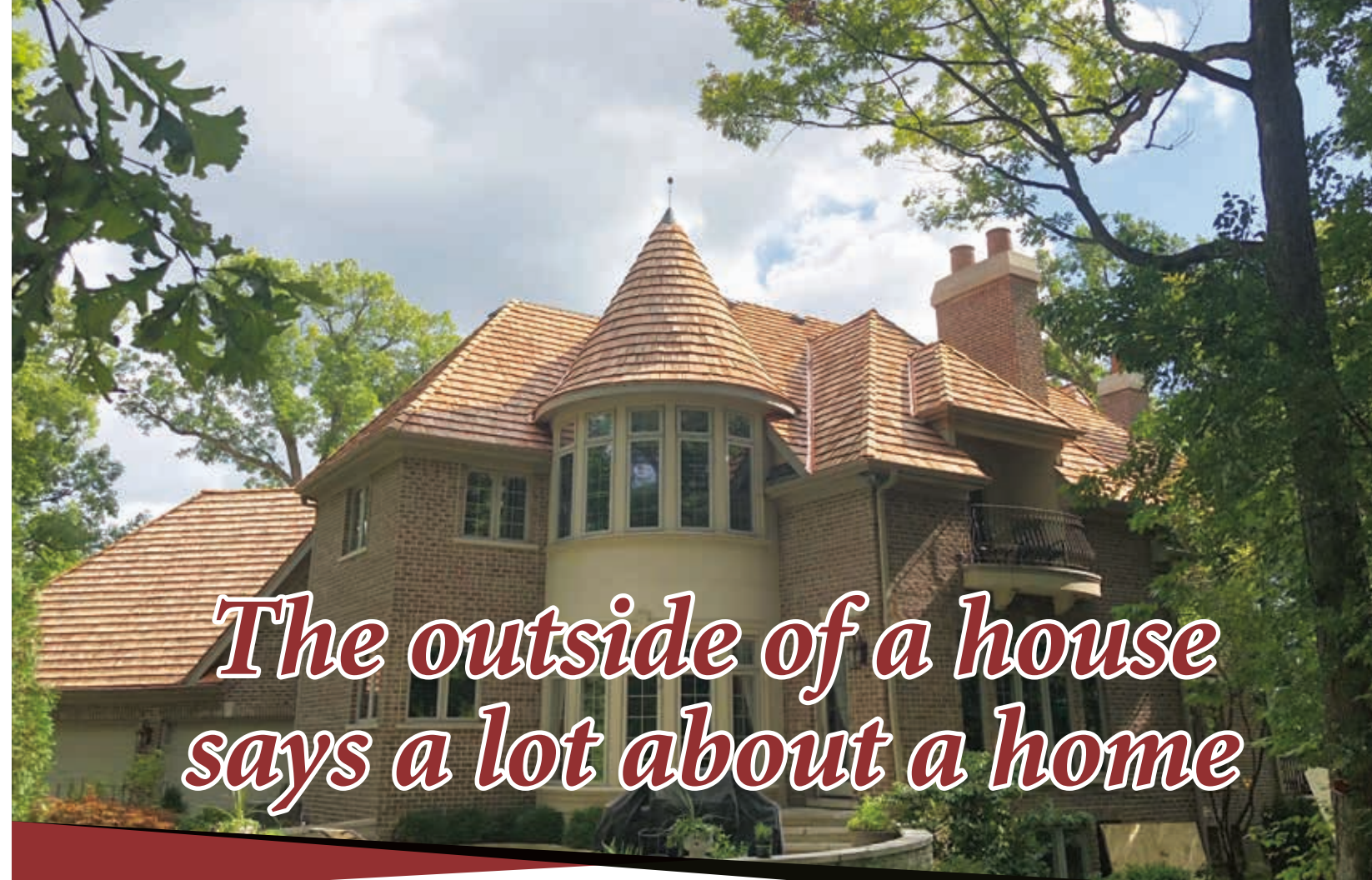


Refer your clients to us for a smooth real estate transaction from contract to close.



**David Chang,** Attorney at Law | 15+ Years of Experience with Real Estate Matters in Chicagoland.

847.907.4971 | [changlegal.com](https://www.changlegal.com) | [david@changlegal.com](mailto:david@changlegal.com)



*The outside of a house says a lot about a home*

# ETRUSCAN GUTTERS & ROOFING

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

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

**Call us today at 847-926-0085 • [etruscanroofing.com](https://www.etruscanroofing.com)**



▶ agent feature

By Chris Menezes  
Photos by Elliot Powell

# Kieron Quane

## REALTOR® for Life

For Kieron Quane, real estate has always been about connection. When she first started in the business, it was about deepening the connection she had with her mother. Now over thirty years later, having built two thriving businesses—first as part of a mother-daughter duo, and now a solo agent—it’s about all the connections she’s made with her clients; the kids of her clients, whom she is thrilled to be helping now; and the clients she’s yet to meet.

Kieron has spent more than half her life and most of her career as a real estate agent. Even before then, she grew up around the industry. Her mother got her license in the late 1970s. Kieron saw firsthand the level of commitment a career in real estate required, which made her own transition into the business very natural and easy.

While she seemed primed for the business at an early age, she had no intention of becoming a REALTOR®. After graduating from University of Illinois Urbana-Champaign with a degree in speech communications and a minor in marketing, she got a job working in the marketing department of a commercial insurance company in Chicago. As it happened, Kieron’s mother had recently partnered with an agent who was launching a speaking career. She hired Kieron as her marketing manager to handle her speaking engagements.

As Kieron found herself gravitating toward the sales side of the real estate business, she decided that if she was going to get her license, it would be for the ability to work with her mom.

“When the opportunity came to work with my mom, I didn’t hesitate,” says Kieron. “She has a strong moral compass, extreme patience, and a giving heart.”

Kieron and her mom formed a mother-daughter team that spanned two decades, many shifts in the market, and several community-based initiatives. Their philanthropic efforts, having established a wish-fulfillment program, won them the RE/MAX of Northern Illinois Humanitarian Award.

But both before and after her mom retired and she became a solo agent in 2015, Kieron’s career has been marked by her passion for helping people. In fact, within every new market shift, Kieron has found a new way to help people. She got into real estate in the early ’90s when new construction and relocation were bustling in regard to Abbott Labs in Lake County. She rode the robust wave of the 2000s into the 2008 crash, which she says was the most challenging time for her.

“The hardest part of my job has been whenever I’ve had to sit at someone’s kitchen table, share the statistics, and show them that every penny of equity they had was gone and there was a big gap to cover to sell their home,” Kieron says. “Short sales became a tool I could recommend to help people keep their dignity over the loss of a home. That era of the housing market deepened my drive to treat my business as a customer-experience driven one versus simply production.”

Kieron’s success over the years has been a result of her ability to pivot

according to the market while keeping her clients’ needs as her main focus. Her most recent pivot occurred with the post-COVID market flux.

“The past few years have been full of challenges: we were selling so rapidly that agents, along with our clients, had to react immediately. I had to try creative ideas and think outside the box to get deals together,” Kieron explains. “After 2021, I redesigned my business model. I stopped cold marketing (e.g., mass mailings, paying for online leads, and advertising) and put my focus on my past clients, friends, and sphere. I have found the quality of my clientele has increased—there is loyalty and trust from the onset, and that is very fulfilling.”



Kieron with her dog, Boomer.

Another constant in Kieron’s business is her focus on giving. She is an active “giver” through the @gives back program with @properties, which she utilizes to support a variety of charities. Her favorite thing to do is to donate to small, GoFundMe campaigns. She also





# Giving your closing the attention it deserves



has a big heart for animal rescues and adopted her last three dogs from local rescue organizations.

While Kieron remains passionate about helping her clients achieve their goals, she plans to eventually do more coaching and training within the industry. But she says she won't be going down that path for some time as she is fully enjoying her business, connecting buyers and sellers and facilitating transactions that leave all parties content.

Outside of work, Kieron and her husband, Steve, empty nesters to two adult kids, enjoy being outside as much as possible—whether golfing on a Sunday afternoon or taking a long walk through the Lake County Forest Preserves with their dog, Boomer. Kieron's goal for 2023 was to walk 2,023 miles—something that Boomer

absolutely loved. The couple also enjoys going to live music events—be it at Independence Grove, local venues, or large arenas—and are fans of the 1980s hair bands, especially Guns N' Roses and Def Leppard. Traveling overseas, yoga, and college football are some of Kieron's other big passions.



Kieron horseback riding.

As she continues to enjoy her personal and professional passions, Kieron is comforted by the fact that real estate has no age limit, as she

I have found the quality of my clientele has increased—there is loyalty and trust from the onset, and that is very fulfilling.

loves nothing more than to help people accomplish their dreams.

“I entered real estate to work with my mom, but I have stuck with it because I really enjoy helping people,” she says. “I have met some amazing clients, many of whom have become friends, and I am honored to be their REALTOR® for life.”



Bob Floss II  
Real Estate Attorney



Residential/Commercial Closings, Evictions, Partnerships

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



THIS MONTH DUNSING INSPECTIONS CELEBRATES A FAVORITE CHARITY OF...

MICHAEL SHENFELD of The Shenfeld Group



THE  
JOSSELYN  
CENTER

www.Josselyn.org  
(847) 441-5600

Mental  
health  
for all.



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

# THE GOLD STANDARD

## IN MAGAZINE & AD DESIGN



But don't just take our word for it.



Take theirs.



n2co.com

THE LAW OFFICE OF



Real Estate Law

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

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





# JAMES ZILTZ

## Tenfold Returns

James Ziltz is a firm believer that hard work and dedication are the keys to achieving your goals. “You get out what you put in,” he says, and his life is a testament to this philosophy.

“This [idea] has proven itself to me tenfold in business, in relationships, and most importantly, in myself,” explains James. “Every single aspect of your life takes work, but the best part of life is seeing your work play out and make an impact on your dreams.”

James’ passion for real estate can be traced back to his childhood. “I grew up in a construction family and always had an interest in property, houses, and entrepreneurship,” he says. “I not only wrote out checks for my dad to sign, but also balanced the checkbook (this was pre-online banking). I took great pride in the accuracy of the financials.”

This passion continued to develop during his college years as he worked for a real estate investment firm while earning his degree in marketing and finance. By his final year at the University of Illinois, though, he knew he wanted to transition from real estate investment to sales, and saw becoming a REALTOR® the perfect option. “It was a way for me to continue my love for real estate and property and have unlimited potential in business,” he says.

James began his real estate career in 2010 and quickly discovered that starting as an individual

agent, especially at a young age, wasn’t for the faint of heart; James had to work hard to earn the trust of his clients. “I was essentially asking people to trust a college kid with one of their biggest financial decisions,” he explains.

He also faced skepticism and doubt from some of his colleagues. One veteran agent even quipped that James wouldn’t get his first listing for years. But James used that comment as motivation to prove himself: within the next sixty days, he’d landed his first listing, and in the next ten, he’d sold it.

The experience helped James realize that he needed to focus on the one thing that couldn’t be argued with: data. To build trust with clients and earn their business, he became an expert in market data, staying ahead of the curve and using the information to his advantage. He also understood the importance of utilizing his knowledge of the market and his marketing expertise, as well as having a strong marketing plan that can be tailored for each client.

In the years since, James’ pursuit of a career “in control of my potential,” has unquestionably paid off. Also known for his commitment to collaboration and the respect he extends to everyone, James has become a respected agent in the industry. “Having clients that are truly happy after working together and continual





"We [the real estate community] have a responsibility to represent our clients, ourselves, and our colleagues in a way that commands respect within and outside of our industry..."

growth through a referral-only business are what I am most proud of," he says.

While long successful on his own, 2024 will see James focus on building a team of agents. He aims to help those agents achieve their goals and expand his brand at the same time. He says he's looking forward to mentoring and sharing his knowledge and experience and helping others grow in their careers.

James is a firm believer in sharing the wealth and giving back to the community—that success is also about making a positive impact in the lives of others—and has been involved in several philanthropic initiatives, but especially those that support children, the fight for equality, and animal welfare. "Face the Future Foundation is a nonprofit that is very meaningful to me. It is dedicated to raising funds and public awareness for multidisciplinary patient care at the University of Illinois Health Craniofacial Center."

James' appreciation for community includes the joy of it. He loves living in the vibrant community of Old Town in Chicago where he lives with his golden retriever, Collins. He appreciates the neighborhood's walkability and that it's close to some of the city's best bars, restaurants, and green spaces. "Old Town really embodies city living with a neighborhood feel," he notes.

And James remains close with his family. They have always been a source of strength, support, and inspiration for him. Growing up, he was especially close to his mother and grandmother, who each played a significant role in shaping his values and outlook on life. Even today, he turns to his grandmother for advice on both personal and financial matters, and their bond remains strong.

This care for relationships and others is evident in James' professional life. "I understand that buying or selling a home can be a highly emotional experience," he says. "While I look at my job as a business so as to be a grounded and supportive presence for my clients, behind the scenes,







I invest all of myself [into the work] and pour a lot of emotion into what I do.”

“We [the real estate community] have a responsibility to represent our clients, ourselves, and our colleagues in a way that commands respect within and outside of our industry,” he continues.

With that, and knowing the tenfold returns on the effort and work you put into a dream, James will undoubtedly invest all of himself into the team he will build, and be a true mentor and role model for aspiring agents.



WINTRUST  
MORTGAGE



# MAKE YOUR JUMBO PURCHASE A REALITY.

Purchase more without putting more down



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

**CALL ME TODAY!**  
Let's have a conversation



James with his mother.



James with his partner, Joel, visiting Capri, Italy.



Restrictions apply depending on program selected. Programs, rates, terms, and conditions are subject to change at any time and without notice. All approvals are subject to underwriting guidelines. Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #449042. © 2022 Wintrust Mortgage





# THE DAVID FRANK LAW GROUP

TOGETHER WE THRIVE: A TEAM BUILT FOR REAL ESTATE LAW

## ▶ partner spotlight

Photos by Joe Castello



The David Frank Law Group engages in the practice of law with a set of core principles as their compass: a robust work ethic, meticulous attention to detail, a client-centric focus, consistent communication, and timeliness. For this team, client concerns are paramount, and they strive to exceed expectations with every interaction.

Since we last checked in with them, The David Frank Law Group has grown its talented team to ensure all clients experience these core principles.

Today, in addition to Managing Member David Frank, the team is comprised of three other attorneys and three paralegals who together bring more than 100 years of combined experience to the table.

Janet Mason, attorney, attends every closing to ensure everything runs smoothly and addresses any last-minute issues with finesse and expediency. “Janet is our closer,” explains

David. “When a walk-through issue crops up at closing, you want Janet on your side. With her fine eye for detail, she is the perfect attorney to navigate the loan documents, ensuring all the Is are dotted and the Ts are crossed. Her focus is always on the client’s satisfaction and making sure the closing happens quickly and efficiently.”

Marissa Prosansky, attorney, handles both residential and commercial transactions where she leverages her keen negotiation skills. “On the buying side, Marissa knows where she can push and leverage a negotiation point to ensure the client’s goals are met,” shares David. “And on the sale side, she knows where she can push back to expertly navigate toward the largest bottom line.”

Sheldon Schwartz, the team’s newest attorney, heads the estate planning department and brings decades of real estate experience to the firm. “Sheldon has a way with supporting



our clients in overcoming any hardships in creating their estate plans,” shares David. “This is extremely important as many clients get stuck during this process, which is filled with many difficult questions that need to be answered. By providing a keen sense of confidence and motivation, Sheldon helps them identify the



best decisions possible for themselves and for their families and loved ones. Sheldon has closed thousands of real estate transactions; he's seen it all. He is able to see potential obstacles and issues before anyone else knows they exist. Clients appreciate his vast array of knowledge and experience."

Paralegal Lori Strang leads the paralegal team. "Lori's residential expertise, specifically in Lake County, has no equal," declares David. She has been navigating residential transactions for over twenty years. "Lori's ability to assist clients through the home-buying and home-selling process is her unquestionable strength."



David with The David Frank Law Group team.

Lori is flanked by Lindsay Norman. David says Lindsay's listening skills and connection with clients consistently win high marks from them. "Lindsay's hand-holding and listening skills know no equal," he boasts. Her years of experience in estate planning are an asset to Sheldon too: she also assists him with the running of the estate planning department.

Dana Abrams is David's indispensable assistant. She is the biggest nurturer and supporter on the team. "She's all heart," says David. "During the hectic and high-stress moments of real estate transactions, Dana's reassuring and supportive nature

brings calm to an otherwise tense environment." Dana not only assists David with all his personal transactions and with many behind-the-scenes efforts regarding the firm's inner workings, but she also promotes their marketing endeavors.

There is no doubt that David is proud of his team—not only for their individual talents, but also because they form a strong, cohesive unit.

"The team works hard every day to ensure all aspects of the transaction are scrutinized and scrubbed so that no detail is overlooked," he says.

Availability is a cornerstone of their client care. Recognizing the heightened emotions tied to transactions and understanding that decisions need to happen in real time, the team guarantees they are available 24/7. "When people are nervous, they need to talk about it and make important decisions right then, when they are happening, not tomorrow," shares David. Embodying the core principles that define the firm, the team's support extends beyond the transaction too.

A key to the firm's success is its internal structure, which can be imagined as a wheel: the team members hold positions on the spokes of the wheel, interfacing with clients daily, while David remains at the center, providing strategic decisions and support.

The David Frank Law Group has strategic visions for the ways they can grow and develop in the coming years, but no matter what, the human touch will remain central to their approach—something that David, and his sister, Debbie, established from the get-go. A personal hardship that has impacted David greatly is Debbie's passing in 2020. She was his original partner, and her absence is a constant reminder to cherish every moment.



David and his family.

The Frank family has long found joy and solace in vacationing together at a resort in Mexico every winter. This tradition of relaxation, camaraderie, and focusing on family is a cherished escape, and family time is now even more important to David.

Though the firm has expanded since those early days, David's definition of success remains aligned with one of the firm's founding principles: allow the client to define success. "Exceeding client expectations is the true benchmark of achievement," he says, "and that's achieved through our hard work and true time investment."

David's team exemplifies this ethos daily, ensuring clients feel supported through the complexities of the process. "There is a tried-and-true process by which we conduct all transactions," shares David. "And through this system, we are consistently managing and monitoring every minute detail of the deal. We work very hard to ensure clients always, and will always, feel that their interests are supremely protected."

**To reach David and to learn more about the services The David Frank Law Group provides its clients, visit [thedavidfranklawgroup.com](https://thedavidfranklawgroup.com), follow them on Instagram [@thedavidfranklawgroup](https://www.instagram.com/thedavidfranklawgroup), email them at [david@frankesq.com](mailto:david@frankesq.com), or call 773-255-6499.**



THE TEAM WORKS  
HARD EVERY DAY  
TO ENSURE ALL  
ASPECTS OF THE  
TRANSACTION  
ARE SCRUTINIZED  
AND SCRUBBED  
SO THAT NO  
DETAIL IS  
OVERLOOKED.





# Keeping Your Trees Healthy & Beautiful!



PRUNING



CABLING & BRACING



STORM DAMAGE



FERTILIZATION & SOIL CARE



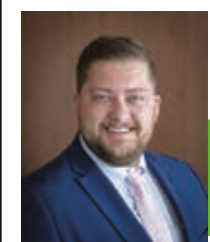
PLANT ANALYSIS & DIAGNOSTICS



INSECT & DISEASE MANAGEMENT



1960 Old Willow Rd | Northbrook, IL 60062  
847-559-9424 | [www.bartlett.com](http://www.bartlett.com)



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

**KEVIN BOGGS**  
Agency Owner  
License #:3000134505

630-365-7248 | [kevin.boggs@goosehead.com](mailto:kevin.boggs@goosehead.com)

181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108  

[agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st](http://agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st)



## Where Options Meet Expertise



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

- Leslie C.



### DESMOND LAWE

Mortgage Loan Originator

NMLS# 915359

Licensed States: IL

(708) 522-7713

501 Peterson Road, Suite 200B  
Libertyville, IL 60048



**A. PERRY HOMES**  
ARCHITECTS • BUILDERS



### A. PERRY HOMES

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



# STEPHANIE (SIEGEL) WEISMAN

## BRINGING IT ALL TOGETHER

As a third-generation North Shore native and second-generation REALTOR®, Stephanie (Siegel) Weisman has a deep passion for her community and helping people find their own slice of home within it. Bringing people together is what it's all about for Stephanie—whether she's sealing a deal or organizing a charity event, she has an uncanny ability to unite people.

Stephanie's passion for real estate cultivated during her childhood. It was sparked by her grandmother, who was also a REALTOR®. "We used to drive around to open houses all over the North Shore for fun, and she would buy me *Architectural Digest* and *Better Homes & Gardens* like they were teen magazines," Stephanie recalls.

In addition to her grandmother, Stephanie always looked up to her grandfather. She credits his thoughtful decision-making and emphasis on the importance of family for shaping how she conducts her business today. She recalls the wisdom he passed down from his father whenever he said, "Listen and you might learn something." She applies it as a mantra today: to truly listen to her clients. To truly listen to what they say and sometimes, more importantly, what they don't say, so as to truly understand their needs and deliver highly personalized service.



While Stephanie showed a keen interest in real estate as a child, and even got her license after graduating from the University of Iowa in 2005, she didn't commit to it as a career until 2020. Avoiding the crash of 2008, she pivoted into luxury hospitality sales where she oversaw and managed several sales teams for high-end hotels throughout Chicago. It was during this time that she learned the importance of client relationships and attention to detail—qualities that make her stand out in real estate today.

Stephanie spent over a decade living and working in Chicago with her husband, David. It's where they had their first child, Charlotte, and where the couple grew the most,

both professionally and personally. While they enjoyed their time in the city, Stephanie was excited to return home to the North Shore to expand her family, adding their son, Reid; and start the kind of business she always dreamed about: real estate.

"Providing a place of comfort and stability for someone is what makes me passionate about this business. Homes will serve as a place of gathering on the holidays, a place to come together as a family, or even as an investment to help provide additional income. Getting to share in the process of ushering my clients into their next chapters of life is the most rewarding part of my business," she says.

## on the rise

By Chris Menezes  
Photos by Prestige Real Estate Images Inc





As a proud member of the Arrow Home Advisors team with Compass, Stephanie uses her extensive experience in hospitality sales and management to procure a custom buying and selling experience for her clients. She sees every transaction as a step toward building a stable future for herself and family, while helping others achieve their dreams at the same time. For her, success is simple: it's happiness—finding the balance of the professional and personal while making a difference in the lives of others.

Stephanie's passion for making a difference in the lives of others extends to her work as an alumni board member and fundraising chair of Camp Marimeta for Girls. Last year she had the honor of fundraising for Camp for All Kids, too, which provides scholarships to kids from under-resourced communities to experience overnight summer camp. She also just recently

hosted a charity game night for Arrow Home Advisors and looks forward to doing more community events with her team.



Stephanie picking strawberries with her family.

When Stephanie isn't working, she loves taking food-driven travel excursions with David and the kids. They are currently on a quest to find the best pizza. Her guilty pleasures include period-piece dramas like *The*

*Great and Bridgerton*. When it comes to music, she loves Billy Joel and Elton John. In fact, her very first concert was Elton John at seven years old.

A newer obsession of Stephanie's is the card game Canasta.

With her roots firmly planted in the North Shore and her heart in creating meaningful connections and homes for her clients, Stephanie represents the ideal blend of professional expertise and personal commitment. Her dedication to family, love for community, and commitment to helping people carve out their own slice of home will continue to make her a beloved figure in the North Shore, further cementing her family's longstanding legacy in the local community.

## EXPERTS IN REAL ESTATE TAXES & ACCOUNTING



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

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

847.256.3100

info@thehechtmangroup.com www.thehechtmangroup.com



“GETTING TO SHARE IN THE PROCESS OF USHERING MY CLIENTS INTO THEIR NEXT CHAPTERS OF LIFE IS THE MOST REWARDING PART OF MY BUSINESS...”

## Work with experience

The difference is clear

I have more than **20 years** of

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

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



**John Noyes**

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



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

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



**Stand Out. Stay Top of Mind. Sell More.**



**MARVIN'S MAILERS**

630.548.2650 • marvinsmailers.com • hello@marvinsmailers.com





**CHICAGOLAND Breweries**

Scorched Earth Brewing	Algonquin
Arlington Ale House	Arlington Heights
Brew on the Wall	Arlington Heights
Hopvine Brewing Company	Aurora
Wolfden Brewing Company	Bloomington
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

Compliments of:



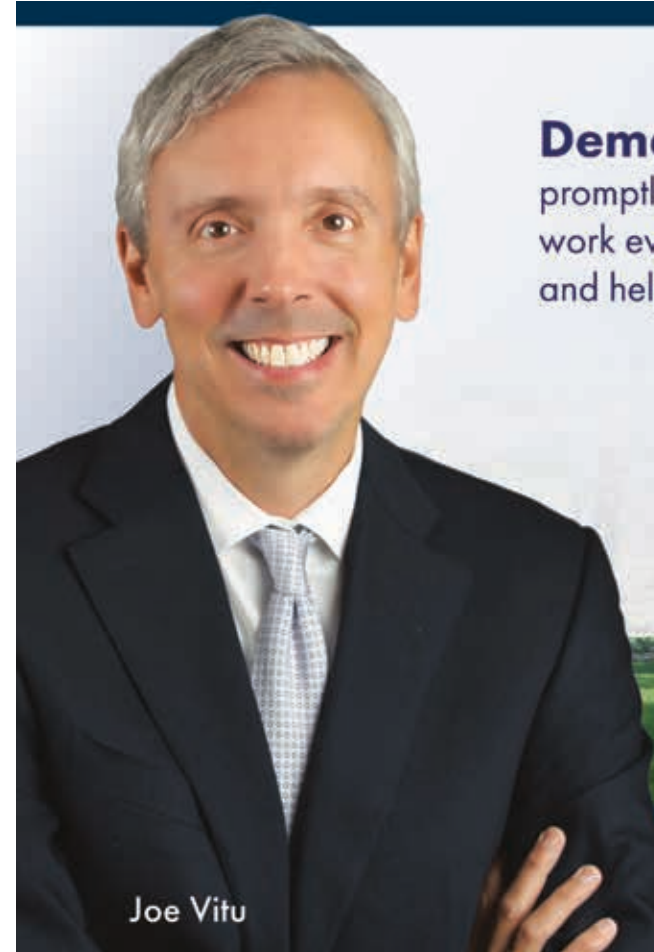
Sue, Mia, Penny, Karen, Jennifer

*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.



**Demand better.** If your attorney does not promptly respond, keep you informed and regularly work evenings and weekends to close contingencies and help you shine, **I'd love to work with you.**

- True **24/7**, responsive and professional representation
- Offices on the North Shore and in Chicago
- 25+ years experience in residential and commercial transactions

**VITU LAW OFFICES**


CELL 847.400.4691  
EMAIL VituLawOffice@yahoo.com

Joe Vitu

**WINTRUST MORTGAGE**

**FLEXIBLE SOLUTIONS**  
TO GIVE YOUR CLIENTS THE  
*Confidence To Close*

**BLAIR ROBINSON**  
Loan Officer  
NMLS #755971  
DIRECT: 847.784.1394  
Cell: 847.525.0923




**GEORGE KAISER**  
Loan Officer  
NMLS #755857  
DIRECT: 847.784.1390  
Cell: 847.804.5725

BRobinson@wintrustmortgage.com  
GKaiserTeam.com

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

*Transform your Space in 2024*  
Consider us for your next bathroom project.

Showrooms: Gurnee (847) 662-7900 | Evanston (847) 475-1190



*Iskalis*

**Green Home SOLUTIONS.**

*Don't Lose Your Sale Because Of A MOLD Problem*

Have Your Indoor Air Quality Assessment Completed TODAY!



Indoor Air Quality Experts  
Mold & Disinfection Services

800-SOLUTIONS/GREENHOMESOLUTIONS.COM

AFFORDABLE FAST EFFECTIVE EPA-REGISTERED PRODUCTS



Facebook Instagram Twitter LinkedIn

**CROSSCOUNTRY MORTGAGE™**

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





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



# 2024



MODERATOR:  
KATI SPANIAK

# WINTER EVENT

**REAL PRODUCERS PANEL:  
WEDNESDAY, FEBRUARY 7TH  
10:00AM-1:30PM**

**SARANELLO'S**

601 N Milwaukee Ave  
Wheeling, IL 60090



**PANELISTS:**



Janet Borden



Vittoria Logli



Rafay Qamar



Sohail Salahuddin

**DOORS OPEN AT 10:00AM**

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

**SOCIAL: 12:00PM - 1:30PM**

**Must RSVP;** Limited Seating

Private Event for *North Shore Real Producers*  
and Preferred Partners Only

Contact [Chicagoland@realproducersmag.com](mailto:Chicagoland@realproducersmag.com) for event details



Scan to  
RSVP



**FOOD AND DRINKS PROVIDED  
RAFFLES AND GIVEAWAYS**



**BECOME A MEMBER**  
OF OUR AWARD WINNING TEAM  
*Join* OUR REALTOR  
REFERRAL PROGRAM

Winner of Two ASID Design Excellence Awards



SCAN HERE



FOR DETAILS

DESIGN | BUILD | DECORATE | MAINTAIN & SHOP  
847.579.1600 | ABLAZEDESIGNGROUP.COM



**ARE YOU IN  
NEED OF A  
LAWYER?**

608 Dundee Ave  
Call/text 847-732-5422  
zamudiolawgroup@gmail.com  
zamudiolawgroup.square.site  
SEE HABLA ESPANOL



*Let's Make Moves!*

*25+ Years of Lending Experience!*

OVER \$2 BILLION IN CAREER FUNDED LOANS.  
I HAVE HELPED THOUSANDS ACHIEVE HOME OWNERSHIP!



**LARRY STEINWAY**

SENIOR VICE PRESIDENT OF MORTGAGE LENDING | BRANCH MANAGER  
REVOLUTION MORTGAGE  
224.595.8600  
LARRY@REV.LOANS  
LENDWITHLARRY.COM



Larry Steinway NMLS #223579 | BRANCH NMLS #2462512 | NMLS 1686046. For Licensing Information visit: nmlsconsumeraccess.org. T2 Financial LLC, d.b.a. Revolution Mortgage is an Equal Housing Lender. 9501 W Devon Ave. Suite 603, Rosemont, IL 60018. CO, IL, GA, IN, MD, MN, NY, VA, WI.

*Send Your  
Clients a Gift  
They Will Love!*



**Contact Us Today For Valentine's Day Specials**



American made since 1949



CutAboveGifts@gmail.com

CutAboveGifts.com



**YOUR CHICAGOLAND CLIENT RETENTION SYSTEM**



# 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	Jena	Radnay	28	\$99,619,737	19	\$61,714,337	47	\$161,334,074
2	Jane	Lee	147.5	\$88,373,711	108	\$63,933,542	255.5	\$152,307,252
3	Anita	Olsen	229	\$90,395,818	0	\$0	229	\$90,395,818
4	John	Morrison	62	\$56,849,177	38.5	\$31,787,500	100.5	\$88,636,677
5	Paige	Dooley	21.5	\$43,092,790	22.5	\$40,949,120	44	\$84,041,910
6	Connie	Dornan	52	\$39,045,502	46	\$30,282,200	98	\$69,327,702
7	Sarah	Leonard	96.5	\$37,532,340	74.5	\$23,962,734	171	\$61,495,074
8	Maria	Delboccio	50	\$28,577,296	56.5	\$31,023,843	106.5	\$59,601,140
9	Leslie	McDonnell	65	\$30,328,274	48	\$26,127,952	113	\$56,456,226
10	Dean	Tubekis	50	\$39,192,900	30	\$14,716,295	80	\$53,909,195
11	Kim	Alden	24	\$12,474,500	117	\$40,499,130	141	\$52,973,630
12	Pam	Macpherson	24	\$25,603,700	29.5	\$25,121,950	53.5	\$50,725,650
13	Craig	Fallico	57	\$30,284,500	36	\$17,896,400	93	\$48,180,900
14	Holly	Connors	44	\$23,021,200	42	\$22,396,325	86	\$45,417,525
15	Jeff	Ohm	22	\$25,965,009	16	\$18,373,632	38	\$44,338,641
16	Susan	Maman	13	\$22,615,600	12	\$21,248,000	25	\$43,863,600
17	Anne	Dubray	26	\$23,124,500	22	\$19,620,440	48	\$42,744,940
18	Beth	Wexler	21.5	\$17,723,950	26	\$24,253,000	47.5	\$41,976,950
19	Joanne	Hudson	16	\$26,036,645	9	\$15,899,000	25	\$41,935,645
20	Andra	O'Neill	21.5	\$22,496,459	14	\$16,880,000	35.5	\$39,376,459
21	Lisa	Wolf	57.5	\$27,088,050	28	\$11,046,390	85.5	\$38,134,440
22	Margie	Brooks	13	\$18,269,355	15.5	\$18,819,500	28.5	\$37,088,855
23	Jim	Starwalt	58	\$15,919,199	76	\$20,687,634	134	\$36,606,833
24	Robbie	Morrison	30.5	\$23,504,050	19	\$13,026,300	49.5	\$36,530,350
25	Megan	Mawicke Bradley	14	\$21,603,029	9	\$14,658,500	23	\$36,261,529
26	Cory	Green	7	\$7,245,000	32	\$28,996,653	39	\$36,241,653
27	Connie	Antoniou	23.5	\$25,691,224	10	\$10,263,612	33.5	\$35,954,836
28	Caroline	Starr	29	\$19,511,700	27	\$15,514,129	56	\$35,025,829
29	Ted	Pickus	14	\$11,089,710	22.5	\$23,142,500	36.5	\$34,232,210
30	Nicholas	Solano	58	\$33,342,171	0	\$0	58	\$33,342,171
31	Michael	Thomas	31	\$15,679,672	26	\$17,243,044	57	\$32,922,716
32	Dawn	McKenna	12.5	\$18,126,500	9	\$14,593,000	21.5	\$32,719,500
33	Mary	Hoffman	81.5	\$30,950,643	1	\$181,000	82.5	\$31,131,643
34	Kati	Spaniak	26	\$19,903,500	11.5	\$11,094,400	37.5	\$30,997,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Missy	Jerfita	18.5	\$18,885,832	10	\$11,905,000	28.5	\$30,790,832
36	Jamie	Hering	43	\$14,820,950	41.5	\$15,600,193	84.5	\$30,421,143
37	Cathy	Oberbroeckling	57	\$28,112,543	6	\$2,287,895	63	\$30,400,438
38	Marlene	Rubenstein	11	\$11,292,620	13.5	\$18,798,145	24.5	\$30,090,766
39	Janet	Borden	16	\$14,835,250	20.5	\$15,125,000	36.5	\$29,960,250
40	Kelly	Malina	56.5	\$26,187,735	8	\$2,524,600	64.5	\$28,712,335
41	Elizabeth	Wieneke	16	\$20,789,500	5.5	\$6,601,000	21.5	\$27,390,500
42	Bonnie	Tripton	6	\$9,174,000	10	\$17,280,500	16	\$26,454,500
43	Vaseekaran	Janarthanam	19	\$7,740,300	43	\$18,566,625	62	\$26,306,925
44	Meredith	Schreiber	13	\$9,995,000	21	\$16,232,000	34	\$26,227,000
45	Ann	Lyon	14.5	\$19,220,784	3	\$6,884,500	17.5	\$26,105,284
46	Samantha	Kalamaras	29	\$19,591,800	9	\$6,397,740	38	\$25,989,540
47	Beth	Alberts	15.5	\$12,505,500	20	\$13,329,050	35.5	\$25,834,550
48	Sarah	Toso	45	\$25,669,654	0	\$0	45	\$25,669,654
49	Mary	Grant	9	\$12,745,500	9	\$12,858,000	18	\$25,603,500
50	Nancy	Gibson	20.5	\$14,195,000	10	\$11,292,172	30.5	\$25,487,172

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.



## WE INSPECT HOMES LIKE WE'RE BUYING THEM OURSELVES

HOME INSPECTION • RADON TESTING • THERMAL IMAGING



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

**- Jonathan G**





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






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

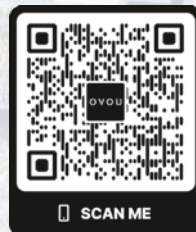
Come see our **NORTH SHORE** office

## OUR CORE VALUES

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

neighborhood **loans**

Your Neighborhood Lender



### RYAN SKAGGS

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



### MICHAEL BENCKS

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

101 Green Bay Rd. Wilmette, IL 60091

Company NMLS# 222982



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

**JKM** | LAW OFFICE OF  
JUDY K. MALDONADO

WE HAVE REALTORS TALKING,  
AND HOMEOWNERS SPEECHLESS

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

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

Judy K. Maldonado  
Attorney



## CURBSIDE CLOSINGS

DRIVE UP • STAY IN • SIGN • DRIVE OFF

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

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



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

HIGH-END DESIGN. TOP-NOTCH CONSTRUCTION

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

**YR**  
Studio





# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jackie	Mack	25	\$15,443,190	16.5	\$9,119,625	41.5	\$24,562,815
52	Matthew	Messel	23.5	\$9,342,123	29.5	\$15,196,400	53	\$24,538,523
53	Tyler	Lewke	23.5	\$8,859,008	34.5	\$15,646,315	58	\$24,505,324
54	Jodi	Cinq-Mars	28.5	\$9,347,650	45	\$15,089,776	73.5	\$24,437,426
55	James	Ziltz	48	\$24,410,515	0	\$0	48	\$24,410,515
56	Judy	Greenberg	23	\$15,085,902	14	\$8,994,000	37	\$24,079,902
57	Heidi	Seagren	13	\$15,048,500	7	\$8,315,000	20	\$23,363,500
58	Shaun	Raugstad	16	\$14,536,350	11	\$8,723,400	27	\$23,259,750
59	Nancy	Adelman	9	\$14,781,234	6	\$7,525,500	15	\$22,306,734
60	Carrie	McCormick	8	\$11,833,000	7	\$10,295,000	15	\$22,128,000
61	Brandy	Isaac	16	\$12,973,000	12	\$9,100,900	28	\$22,073,900
62	Cheryl	Bonk	42	\$22,029,822	0	\$0	42	\$22,029,822
63	Linda	Little	42	\$22,029,822	0	\$0	42	\$22,029,822
64	Alan	Berlow	22	\$13,747,218	14.5	\$8,166,150	36.5	\$21,913,368
65	Alyson	Tesar	2.5	\$3,232,500	10	\$18,425,500	12.5	\$21,658,000
66	Alissa	McNicholas	11.5	\$12,109,000	8	\$9,214,775	19.5	\$21,323,775
67	Lori	Rowe	31.5	\$15,232,875	13.5	\$5,738,000	45	\$20,970,875
68	Kathryn	Mangel	3	\$6,945,500	9	\$13,981,500	12	\$20,927,000
69	Katharine	Hackett	2	\$2,411,000	13	\$18,380,500	15	\$20,791,500
70	Lori	Baker	11.5	\$12,109,000	8.5	\$8,549,375	20	\$20,658,375
71	Sheryl	Graff	12	\$14,793,500	5	\$5,583,000	17	\$20,376,500
72	Abhijit	Leekha	6	\$1,522,500	43	\$18,715,733	49	\$20,238,233
73	Amy	Derango	19.5	\$8,972,450	23	\$11,014,802	42.5	\$19,987,252
74	Andee	Hausman	23	\$11,484,800	15	\$8,482,000	38	\$19,966,800
75	Benjamin	Hickman	18	\$6,161,399	37	\$13,392,340	55	\$19,553,739
76	Tamara	O'Connor	36	\$13,507,700	13	\$5,827,890	49	\$19,335,590
77	Jacqueline	Lotzof	8.5	\$5,726,450	15.5	\$13,584,500	24	\$19,310,950
78	Lyn	Wise	6	\$3,948,500	14	\$15,277,500	20	\$19,226,000
79	Sally	Mabadi	14.5	\$18,035,937	1	\$960,000	15.5	\$18,995,937
80	Nevin	Nelson	11	\$4,613,125	22	\$14,331,804	33	\$18,944,929
81	Diana	Matichyn	23.5	\$11,615,390	18.5	\$7,318,250	42	\$18,933,640
82	Amy	Kite	27	\$9,755,732	26.5	\$9,148,375	53.5	\$18,904,106
83	Jodi	Taub	7	\$5,982,250	15.5	\$12,852,250	22.5	\$18,834,500
84	Corey	Barker	29	\$11,388,740	16	\$6,904,750	45	\$18,293,490

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Stephanie	Andre	14.5	\$7,401,100	21	\$10,688,800	35.5	\$18,089,900
86	Esther	Zamudio	20.5	\$5,306,400	46	\$12,527,701	66.5	\$17,834,101
87	Geoff	Brown	6.5	\$5,295,625	12.5	\$12,526,000	19	\$17,821,625
88	Sara	Sogol	32	\$13,081,099	11	\$4,737,000	43	\$17,818,099
89	Dinny	Dwyer	5	\$11,112,250	4	\$6,672,000	9	\$17,784,250
90	Amy	Foote	29.5	\$10,098,157	24.5	\$7,628,400	54	\$17,726,557
91	Katherine	Hudson	10	\$12,086,000	5	\$5,638,000	15	\$17,724,000
92	Robert	Picciariello	37	\$17,665,200	0	\$0	37	\$17,665,200
93	Lisa	Trace	10.5	\$8,888,250	11	\$8,758,000	21.5	\$17,646,250
94	Susan	Teper	9.5	\$7,733,500	14	\$9,766,140	23.5	\$17,499,640
95	Harris	Ali	3.5	\$2,004,000	35	\$15,425,620	38.5	\$17,429,620
96	Jody	Dickstein	7	\$10,353,597	6.5	\$7,065,000	13.5	\$17,418,597
97	Danny	McGovern	11	\$9,049,500	12	\$8,173,000	23	\$17,222,500
98	Mary	Summerville	15	\$9,193,050	15.5	\$8,019,099	30.5	\$17,212,149
99	Jesus	Perez	19	\$4,687,900	50	\$12,322,040	69	\$17,009,940
100	Vittoria	Logli	15.5	\$9,710,250	10	\$7,269,498	25.5	\$16,979,748

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

**HELPING REALTORS...  
HELP VETERANS**

**VETERANS**  
[useyourVAloans.com](http://useyourVAloans.com)

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

**Mutual of Omaha**  
MORTGAGE

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



# 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	Basel	Tarabein	12.5	\$4,629,109	16.5	\$12,070,320	29	\$16,699,429
102	Jen	Ortman	17.5	\$8,568,750	17	\$8,025,199	34.5	\$16,593,949
103	Houda	Chedid	5	\$12,873,750	2	\$3,600,000	7	\$16,473,750
104	Leigh	Marcus	10	\$4,614,118	16.5	\$11,749,540	26.5	\$16,363,658
105	Michael	Mitchell	11	\$12,172,375	6	\$4,180,333	17	\$16,352,708
106	Aaron	Share	4.5	\$3,760,250	13	\$12,524,900	17.5	\$16,285,150
107	Nathan	Freeborn	8	\$5,051,250	15	\$10,881,000	23	\$15,932,250
108	Amy	Diamond	16.5	\$7,547,000	16.5	\$8,318,500	33	\$15,865,500
109	Winfield	Cohen	20	\$6,200,000	12	\$9,628,250	32	\$15,828,250
110	Michael	Herrick	22	\$7,932,430	15	\$7,817,700	37	\$15,750,130
111	Laura	Fitzpatrick	8	\$7,206,900	6	\$8,416,250	14	\$15,623,150
112	Marina	Carney	6.5	\$5,538,500	11	\$10,068,000	17.5	\$15,606,500
113	Allison	Silver	12.5	\$10,783,250	5	\$4,756,500	17.5	\$15,539,750
114	Kate	Fanselow	11.5	\$8,344,500	8.5	\$6,977,900	20	\$15,322,400
115	Samantha	Trace	10.5	\$8,888,250	6	\$6,430,000	16.5	\$15,318,250
116	Maureen	O'Grady-Tuohy	11	\$9,836,500	6	\$5,477,234	17	\$15,313,734
117	Linda	Levin	8.5	\$7,683,500	7.5	\$7,289,000	16	\$14,972,500
118	Melissa	Siegal	7	\$4,502,500	13.5	\$10,424,443	20.5	\$14,926,943
119	Suzanne	Myers	11	\$11,211,500	4	\$3,663,000	15	\$14,874,500
120	Ralph	Milito	18	\$7,567,300	15	\$7,109,000	33	\$14,676,300
121	Teresa	Stultz	15	\$4,608,800	29	\$9,776,950	44	\$14,385,750
122	Shaunna	Burhop	20.5	\$10,659,180	9	\$3,697,900	29.5	\$14,357,080
123	Susan	Pickard	28	\$8,631,300	14	\$5,578,915	42	\$14,210,215
124	Miranda	Alt	17	\$7,447,000	17	\$6,742,790	34	\$14,189,790
125	Katrina	De Los Reyes	7	\$3,107,875	16	\$11,062,003	23	\$14,169,878
126	Matt	Steiger	11	\$9,710,400	7	\$4,397,000	18	\$14,107,400
127	Julie	Schultz	9	\$6,155,000	14	\$7,887,500	23	\$14,042,500
128	Robert	Wisdom	31.5	\$10,212,856	12	\$3,677,990	43.5	\$13,890,846
129	Sherri	Esenberg	20	\$8,756,000	10.5	\$5,128,694	30.5	\$13,884,694
130	Mona	Hellinga	4.5	\$6,433,000	6.5	\$7,440,500	11	\$13,873,500
131	Dominick	Clarizio	7.5	\$7,327,600	7	\$6,508,800	14.5	\$13,836,400
132	Marla	Schneider	8	\$6,415,950	15	\$7,413,300	23	\$13,829,250
133	Karen	Arenson	4.5	\$6,949,500	4	\$6,823,900	8.5	\$13,773,400
134	David	Schwabe	17.5	\$7,625,882	16	\$5,922,118	33.5	\$13,547,999

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Lindy	Goss	5	\$4,181,500	13	\$9,139,500	18	\$13,321,000
136	Deborah	Hepburn	9.5	\$8,370,315	7	\$4,694,900	16.5	\$13,065,215
137	Jeannie	Kurtzhalts	8.5	\$9,076,500	5	\$3,974,000	13.5	\$13,050,500
138	Audra	Casey	11	\$8,624,850	7	\$4,420,500	18	\$13,045,350
139	Christopher	Davis	18	\$5,982,120	20	\$7,051,700	38	\$13,033,820
140	Debra	Baker	9	\$6,301,299	13	\$6,709,880	22	\$13,011,179
141	Gloria	Matlin	6.5	\$6,598,000	6	\$6,313,000	12.5	\$12,911,000
142	Tara	Kelleher	16	\$9,077,300	8	\$3,830,550	24	\$12,907,850
143	Nicholas	Blackshaw	5.5	\$2,172,698	16	\$10,683,000	21.5	\$12,855,698
144	Debbie	Glickman	5	\$3,554,500	10	\$9,250,499	15	\$12,804,999
145	Mark	Kloss	15	\$7,226,000	10	\$5,485,500	25	\$12,711,500
146	Feliberto	Salgado	18	\$6,635,900	11	\$6,075,400	29	\$12,711,300
147	Honore	Fruментino	10.5	\$8,287,868	9.5	\$4,369,300	20	\$12,657,168
148	Bill	Flemming	19	\$11,915,501	1	\$610,741	20	\$12,526,242
149	David	Korkoian	19.5	\$9,003,345	5	\$3,519,000	24.5	\$12,522,345
150	Elizabeth	Bryant	11	\$7,447,400	4	\$5,060,000	15	\$12,507,400

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.



**The Law Firm that Always Keeps You in the Loop**




**The David Frank Law Group**  
Real Estate Law + Estate Planning



Delivering the best in class legal representation from contract to closing



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



Available nights and weekends




SCAN ME




773.255.6499




3400 Dundee Rd. • Suite 320  
Northbrook, IL 60062



425.928.4061



david@frankesq.com



thedavidfranklawgroup.com



THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

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

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

JOE CASTELLO PHOTOGRAPHY

**PROFESSIONAL PHOTOGRAPHY FOR REAL ESTATE PROFESSIONALS**

**773-842-3145**  
JOECASTELLOPHOTOGRAPHY.COM  
JOECASTELLOPHOTOGRAPHY@GMAIL.COM

**REAL PRODUCERS PODCAST**

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

Same Brand, New Reach – Tune in for free today

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

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

**GCB GOLD COAST BANK CHICAGO**

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



# 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	Darragh	Landry	5.5	\$4,792,500	7	\$7,655,500	12.5	\$12,448,000
152	Thomas	Zander	21	\$9,257,250	11	\$3,055,300	32	\$12,312,550
153	Jenifer	McCartney	7	\$7,196,350	7	\$5,100,000	14	\$12,296,350
154	Elise	Rinaldi	4	\$8,096,000	6	\$4,142,000	10	\$12,238,000
155	Richard	Richker	3.5	\$4,682,500	7	\$7,512,000	10.5	\$12,194,500
156	Robin	Chessick	8	\$4,578,026	14.5	\$7,571,200	22.5	\$12,149,226
157	Marybeth	Dazzo	8.5	\$4,578,250	10	\$7,524,000	18.5	\$12,102,250
158	Cory	Albiani	13	\$8,097,723	6	\$3,951,500	19	\$12,049,223
159	Jeffrey	Taylor	19	\$7,587,660	9.5	\$4,453,950	28.5	\$12,041,610
160	Laura	Cartwright	15	\$7,406,900	9	\$4,585,000	24	\$11,991,900
161	Randall	Brush	26	\$10,384,349	4	\$1,463,000	30	\$11,847,349
162	Victoria	Stein	8	\$5,865,000	9	\$5,979,900	17	\$11,844,900
163	Renee	Clark	12	\$8,026,978	5	\$3,750,000	17	\$11,776,978
164	Anna	Klarck	13.5	\$5,520,750	14	\$6,237,158	27.5	\$11,757,908
165	Lynda	Sanchez-Werner	42.5	\$11,743,783	0	\$0	42.5	\$11,743,783
166	Christopher	Lobrillo	42.5	\$11,743,783	0	\$0	42.5	\$11,743,783
167	Sheryl	Fisher	8	\$8,257,500	4	\$3,457,500	12	\$11,715,000
168	Polly	Richardson	9	\$6,880,500	5	\$4,832,550	14	\$11,713,050
169	Kelly	Janowiak	17.5	\$7,291,986	9	\$4,400,000	26.5	\$11,691,986
170	Monica	Corbett	6	\$8,818,900	3	\$2,830,000	9	\$11,648,900
171	Kiki	Clark	10	\$7,555,500	4	\$4,073,000	14	\$11,628,500
172	Sohail	Salahuddin	15	\$9,163,930	5	\$2,423,525	20	\$11,587,455
173	Rafay	Qamar	14	\$4,852,100	15	\$6,693,200	29	\$11,545,300
174	Megan	Likus	14.5	\$7,513,050	7	\$4,003,000	21.5	\$11,516,050
175	Cherie	Smith Zurek	24	\$8,819,200	8	\$2,667,675	32	\$11,486,875
176	Janine	Sasso	20.5	\$9,276,501	5	\$2,136,000	25.5	\$11,412,501
177	Aaron	Maslansky	4.5	\$2,119,000	14	\$9,293,000	18.5	\$11,412,000
178	Janice	Hazlett	4	\$2,011,500	8	\$9,357,499	12	\$11,368,999
179	Anne	Jacobs	7	\$3,047,000	13	\$8,316,265	20	\$11,363,265
180	Elizabeth	Goodchild	9.5	\$2,806,000	25.5	\$8,557,045	35	\$11,363,045
181	Lisa	Miceli	7.5	\$4,449,000	9	\$6,912,800	16.5	\$11,361,800
182	Sadie	Winter	3.5	\$1,801,620	26	\$9,534,410	29.5	\$11,336,030
183	Bill	Dewar	4	\$5,835,000	5	\$5,500,500	9	\$11,335,500
184	Daniel	Timm	18	\$8,883,750	5	\$2,427,000	23	\$11,310,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Michael	Graff	8	\$6,414,500	10	\$4,887,000	18	\$11,301,500
186	Mark	Ahmad	14.5	\$6,810,650	7	\$4,410,000	21.5	\$11,220,650
187	Karen	Skurie	10.5	\$6,741,175	7	\$4,440,400	17.5	\$11,181,575
188	Liz	Anderson	6.5	\$5,952,403	6	\$5,225,000	12.5	\$11,177,403
189	Jean	Anderson	3.5	\$4,147,000	8	\$7,007,750	11.5	\$11,154,750
190	Joan	Couris	25	\$7,461,600	10.5	\$3,674,500	35.5	\$11,136,100
191	Karina	Kolb-Formento	4	\$2,518,000	5	\$8,615,000	9	\$11,133,000
192	Ashley	Arzer	12.5	\$4,394,050	19	\$6,718,400	31.5	\$11,112,450
193	Katherine	Harris	3.5	\$8,578,500	3	\$2,532,000	6.5	\$11,110,500
194	Valerie	Campbell	15	\$7,923,300	7	\$3,176,500	22	\$11,099,800
195	Lindsey	Kaplan	8.5	\$3,954,454	11.5	\$7,127,000	20	\$11,081,454
196	Julia	Alexander	15	\$5,170,300	22	\$5,881,300	37	\$11,051,600
197	Beth	Repta	22	\$7,370,200	9	\$3,652,290	31	\$11,022,490
198	Emily	Sachs Wong	1	\$4,510,000	4	\$6,373,000	5	\$10,883,000
199	Heidi	Michaels	17	\$8,877,000	5	\$1,955,000	22	\$10,832,000
200	George	Seaverns	21	\$8,785,400	6	\$2,000,000	27	\$10,785,400

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

## Your Reliable Partner

For All Your Mortgage Needs



**Martin Lorenzen** | *Loan Originator*



nrl mortgage

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

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

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



# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Stacy	Johnson	19	\$6,744,000	9	\$4,018,291	28	\$10,762,291
202	Leslie	Maguire	4	\$6,190,000	3	\$4,512,200	7	\$10,702,200
203	Matt	Laricy	2	\$675,000	10	\$10,022,000	12	\$10,697,000
204	Linda	Martin	2	\$2,922,500	4	\$7,720,000	6	\$10,642,500
205	Cheryl	Waldstein	6	\$6,981,000	3	\$3,657,000	9	\$10,638,000
206	Christopher	Paul	21	\$7,461,800	6	\$3,080,000	27	\$10,541,800
207	Lance	Kammes	15	\$5,670,400	11	\$4,868,390	26	\$10,538,790
208	Tania	Forte	11	\$6,850,000	6	\$3,678,400	17	\$10,528,400
209	Andrea Lee	Sullivan	15	\$4,852,000	16	\$5,603,780	31	\$10,455,780
210	Mandy	Montford	20	\$7,799,375	6	\$2,645,450	26	\$10,444,825
211	Van Ann	Kim	8	\$8,726,000	2.5	\$1,697,500	10.5	\$10,423,500
212	Liz	Watson	8	\$10,419,500	0	\$0	8	\$10,419,500
213	Joseph	Render	16	\$5,313,500	13	\$5,069,301	29	\$10,382,801
214	Rita	Masini	10	\$6,074,000	6	\$4,297,500	16	\$10,371,500
215	Matthew	Lysien	21.5	\$5,618,400	17	\$4,737,017	38.5	\$10,355,417
216	Annika	Valdiserri	4	\$5,234,000	5	\$5,107,597	9	\$10,341,597
217	Patti	Furman	32	\$10,340,474	0	\$0	32	\$10,340,474
218	William	Squires	3	\$1,942,500	4	\$8,394,900	7	\$10,337,400
219	Frank	Denovi	36	\$10,325,229	0	\$0	36	\$10,325,229
220	Anne	Hardy	12	\$6,507,250	5	\$3,812,500	17	\$10,319,750
221	Lauren	Mitrick Wood	1.5	\$997,500	13.5	\$9,236,500	15	\$10,234,000
222	David	Chung	3	\$3,514,511	6	\$6,685,000	9	\$10,199,511
223	Tetiana	Konenko	2.5	\$1,162,950	30	\$9,025,400	32.5	\$10,188,350
224	Lisa	Wisdom	31	\$10,187,856	0	\$0	31	\$10,187,856
225	Connie	Hoos	14.5	\$5,220,999	10	\$4,934,588	24.5	\$10,155,587
226	Rutul	Parekh	7	\$2,170,900	22	\$7,976,163	29	\$10,147,063
227	Lori	Nieman	4	\$6,920,000	2	\$3,162,058	6	\$10,082,058
228	Grace	Flatt	3	\$4,348,000	5	\$5,715,000	8	\$10,063,000
229	Sara	Brahm	4	\$1,976,500	8	\$8,084,000	12	\$10,060,500
230	Nano	Engdahl	16	\$6,837,250	8	\$3,170,400	24	\$10,007,650
231	Lisa	Schulkin	12	\$9,719,710	0.5	\$265,000	12.5	\$9,984,710
232	Emily	Smart Lemire	1.5	\$2,441,000	7	\$7,518,500	8.5	\$9,959,500
233	Misael	Chacon	26	\$9,947,800	0	\$0	26	\$9,947,800
234	Mark	Schrimmer	8	\$4,687,500	8	\$5,251,050	16	\$9,938,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Aleksandr	Katsman	7	\$3,172,600	20	\$6,695,400	27	\$9,868,000
236	Andrew	Mrowiec	6.5	\$5,538,500	5	\$4,281,000	11.5	\$9,819,500
237	Cricket	King	3	\$2,789,500	5	\$7,019,800	8	\$9,809,300
238	Jane	Goldman	7	\$6,149,888	9	\$3,603,000	16	\$9,752,888
239	Vilma	Alvarez	20	\$6,812,950	9	\$2,935,600	29	\$9,748,550
240	Katie	Hauser	2.5	\$6,548,000	4.5	\$3,196,400	7	\$9,744,400
241	Ryan	Cherney	25	\$9,390,750	1	\$339,900	26	\$9,730,650
242	Christie	Baines	10	\$7,601,450	2	\$1,955,000	12	\$9,556,450
243	Olga	Kaminska	14	\$4,706,000	10.5	\$4,838,101	24.5	\$9,544,101
244	Kary	Leon	14	\$8,568,300	2.5	\$927,100	16.5	\$9,495,400
245	Jennifer	Stokes Habetler	20	\$7,142,500	7	\$2,316,300	27	\$9,458,800
246	Mohammed	Iftikhar	11	\$5,109,150	11	\$4,340,286	22	\$9,449,436
247	Joey	Gault	6.5	\$7,600,000	1.5	\$1,837,500	8	\$9,437,500
248	Roni	Nanini	3	\$4,715,750	5	\$4,693,522	8	\$9,409,272
249	Gina	Shad	8	\$5,663,500	4	\$3,690,500	12	\$9,354,000
250	Charles	Lamphere	2.5	\$7,825,000	1	\$1,500,000	3.5	\$9,325,000

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

## LET OUR EYES SEE WHAT YOU CAN'T

### THE MOST TRUSTED NAME IN CHICAGOLAND

“ I always recommend Spyglass to my clients! They are thorough, informative and professional. Always glad to work with them - Christine L ”



847-401-7585

PROPERTY INSPECTIONS, RADON, MOLD TESTING & SEWER SCOPE

PREMIER RADON MITIGATION





Ryan Foley

2385 Hammond Dr., #10, Schaumburg, IL 60173 • ryan@spyglassinspections.net



👉 Good Home Vibes Only 👉

When it feels right, that's the move.  
Go with the team who's got you every step of the way.

**Vybe**

Buy a home | Refinance | Connect With Me



**Alex Filin**

VP of Mortgage Lending | NMLS#1433047

(847) 732-8913

alex@vybemortgage.com

www.vybemortgage.com/lo/afilin

alexfilinlends



**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





**20** YEARS OF  
THE N2 COMPANY



MORTGAGE

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

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



Equal Housing Lender | Illinois Residential Mortgage Licensee.

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



**Baghir Hamidov**

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

**Katherine D Bukowski**

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103