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A portrait of Leopoldo Gutierrez, a man with dark hair, wearing a dark blue blazer over a light grey turtleneck sweater and light-colored trousers. He is standing outdoors with a blurred city street background.

## *Leopoldo Gutierrez*

**SERVING UP ACES**

AGENT FEATURE:

MARZENA FRAUSTO

ON THE RISE:

KIM ROWELL KELLY

PARTNER SPOTLIGHT:

PAULA INTERIORS

*Spring Event*

PHOTOS:  
PAGE 40

JUNE 2024



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# MEET THE CHICAGO REAL PRODUCERS TEAM

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## PUBLISHER'S note

We had overwhelmingly positive feedback from our spring event last month. A couple of weeks before the event, a sense of anxiety and apprehension consumed my mind and body. Am I doing the right thing by attempting to combine all three Chicagoland Real Producers platforms into one joint event? Will REALTORS® find value in hearing a guest speaker? Would people be willing to drive a longer distance than usual to attend? What if no one shows up? What if too many people show up?

Then I gave myself a reality check. We already placed a deposit on the venue and scheduled a guest speaker. After a few minutes of John Israel taking the stage, I knew we made the right call. I've known John for over 20 years and his message was what our community needed during this transition phase in our industry. Please enjoy the photos on page 40!



**Andy Burton**  
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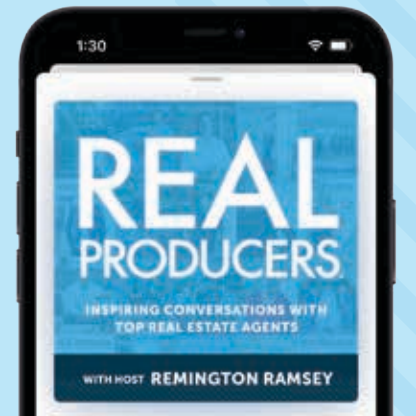
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## Realizing a Dream

**Marzena Frausto just about proves that nothing is impossible and that it's never too late to achieve a dream. Having entered real estate in 2018, less than a year after arriving in the United States and moving to Chicago, and with no prior real estate experience, Marzena's story exemplifies the epitome of determination, adaptability, and the pursuit of passion.**



Born in Poland and raised in Canada, Marzena had a multicultural upbringing that wasn't always easy. "My father was a single father of three," Marzena shares. "Although we grew up with little money, we were a very tight-knit family, being the only family we had in Canada after leaving Poland."

Always a hard worker, Marzena started working at age fifteen, maintaining two to three jobs while going to school. Her love for homes started at an early age. She recalls building homes for her Barbie dolls using plastic pizza savers in pizza boxes as tables, battleship pegs to stock the fridge, and samples of carpet and hardwood for flooring.

# MARZENA FRAUSTO

This love of homes instilled in her a dream of homeownership that she pursued with tenacity and discipline at an early age, saving every dollar she could to buy her first condo at twenty-four years old. "I remember I would go to my bank and make deposits and be so proud to see my account grow because it meant I was getting closer to homeownership," Marzena recalls.

Marzena also had a passion for fashion, which she pursued in college, managing runway shows and learning about textiles and the ins-and-outs of the industry. Deciding in the end that it wasn't the career she wanted, she entered the corporate world of finance and spent many years working behind a computer for two very large corporations.

Marzena's entry into real estate was as serendipitous as it was destined. A corporate career in finance provided her with a solid foundation, but it was her passion for travel that led her to Mexico, where she met her future husband, Stephen. This encounter set her on a new trajectory—one that would see her leave her life in Canada for love and a new beginning in Chicago.

Arriving in Chicago in the winter of 2017, Marzena found herself in a city teeming with architectural beauty and a vibrant real estate market. It was here, while waiting for her work permit, that she decided to immerse herself in real estate studies.

"I needed something to keep me busy. I get bored very easily if I'm not challenged every day, which makes real estate such a good fit for me. Every day in real estate is a new adventure," Marzena explains.



What started as a way to pass the time soon ignited a passion in Marzena that would redefine her career path. She realized that real estate was not just about flipping homes, as seen on TV, but about making a genuine impact on people's lives through one of their most significant decisions: finding a home.

"Thankfully, my studies helped me understand real estate so much more thoroughly because, before studying, I thought we would be flipping homes and become a husband-and-wife dream team just like they do it on TV. Oh boy, was I wrong," she says, laughing.

While entering a new field was very exciting for Marzena, it was also very difficult. She had to learn a whole new city, a new country, and even a new lingo. "You would be surprised by the different terms and lingo between the US and Canada: garbage disposal vs. garborator, gyro vs. donair, and Bloody Mary vs. Ceaser, just to name a few," Marzena elaborates.

All these challenges only made Marzena's approach to real estate more personal. Having navigated the complexities of learning a new city and country, she brings a unique perspective to her clients, emphasizing education and guidance, especially for first-time home buyers. Her drive to challenge herself and not remain complacent has resulted in her being ranked among the top 250 agents in Chicago since 2021,<sup>1</sup> selling over \$20 million a year.



*The Redfin model and the people who I work with helped me grow in many ways I could not have on my own.*



One of the things that sets Marzena apart is her strong belief in the power of mentorship. Recognizing her own journey's challenges, she advocates for new agents to find mentors who can help them navigate the industry's intricacies. Her success with Redfin, where she found the opportunity to grow and thrive, underscores her message that with the right support, anyone can achieve greatness in real estate.

"The Redfin model and the people who I work with helped me grow in many ways I could not have on my own. Our team has so much drive. We always pick each other up," Marzena emphasizes.

Marzena and her husband are there for each other and pick each other up, too. Her life with Stephen is a reflection of their shared passions: from classic cars and travel to a love for design and architecture. Together, they explore the world, indulge in culinary adventures, and cherish moments of simple joy, like doing a puzzle, watching reality TV, playing a board game, or enjoying a bonfire together. Success



for Marzena is finding balance between a demanding career and a fulfilling personal life.

From her beginnings in Poland to growing up in Canada, and establishing roots in Chicago, Marzena has navigated her way through new cultures, languages, and professions with remarkable resilience and energy. Her success in real estate is not just a testament to her hard work and dedication, but also to her belief that with the right mindset and support, anyone can turn their aspirations into reality, regardless of their starting point or the challenges they face along the way.

1 Source: "Top 250 Standings," *Chicago Real Producers* magazine, 2021–2023. Please note, *Chicago Real Producers* magazine's full disclaimer, found in each issue, applies. An abbreviated version follows: Information is pulled directly from the MLS. Numbers not reported to the MLS within the date range listed [in each issue] are omitted. Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only.

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▶▶ partner spotlight

By Chris Menezes  
Photos by Dustin Halleck

# PAULA RODRIGUEZ

## WITH PAULA INTERIORS

### A PERSONAL APPROACH TO DESIGN

**Paula Rodriguez has a passion for fashion and people. As founder and principal designer behind Paula Interiors, she works closely with her clients to transform houses into homes, using her unique blend of beauty, functionality, and personalized services. Paula's mission is to create spaces that not only "wow" on first entry, but continue to inspire and comfort.**

Fashion and flare run in Paula's veins. Hailing from the vibrant city and culture of Bogota, Colombia, Paula showcased a penchant for creativity at a young age. Arts and crafts were her favorite pastime and strongest subject in school.

"I always enjoyed the process of creating things and then seeing my finished project," Paula recalls. "My friends knew this about me too. We would secretly exchange homework assignments: I would complete any art/craft homework in exchange for them to do my English and science homework."

Paula studied architecture before arriving in the US, where she discovered interior design at the age of nineteen and proceeded to her earn her degree. After graduating, she worked for a small firm in Atlanta that focused on designing kitchens and baths. She stayed there for three-and-a-half years before moving to Chicago.



Wanting to expand her horizons, she joined a larger company called Luxe, and gained more experience in case goods, furniture, and window treatments.

"I absolutely loved all the knowledge and experience I gained at both companies, but at a certain point, I still felt like something was missing," Paula explains. "I wanted to bring a more personal process to the aspect of interior design, and that's when Paula Interiors was born. We've been growing and thriving since 2014."

At the heart of Paula Interiors is the belief that interior design is a personal journey—one that requires a close partnership between the designer and the client. Paula's unique Style-Discovery-Process ensures that every project is a reflection of the client's desires blended with Paula's expert touch to create spaces that are inviting, functional, and above all, memorable.

"My goal is to complete the steps of the process together, as a team, with constant and continual communication," Paula emphasizes. "We design, furnish,

and decorate together. We can complete any area in residential properties: kitchens, bathrooms, living rooms, bedrooms, and office spaces."

Paula Interiors offers a comprehensive range of services tailored to meet the needs of each client. From the initial design concept to the final touches of decor, Paula and her team work hand-in-hand with their clients, ensuring a seamless and enjoyable experience.

Paula also believes in the synergy between interior designers and real estate agents, and that each plays a critical role in the journey of creating a home. She emphasizes the value of her partnership with REALTORS®, as she can promise to extend their client's satisfaction beyond the purchase of the house to the creation of a personalized home.





Reflecting on her career, Paula notes the transformative impact of technology and social media in the design world. These advancements have not only streamlined the design process but also opened new avenues for inspiration and client engagement, making it easier for Paula to connect with clients, access better products, and be inspired.

Of course, living in Chicago, Paula has no shortage of inspiration. She loves the city and dining out in new places, where she can try different types of food and be inspired by restaurant décor. Music and dance are other forms of inspiration for Paula.

“As a Colombian, the love of dance is in my veins,” she emphasizes. “If there is a party with good music, you will probably find me on the dance floor. My favorite artist is Shakira. She creates music from her heart, and you can feel a vast array of emotion in each song.”

Off the dance floor, Paula enjoys spending time outside in nature with her husband and two kids. They love going to the city’s parks where they can see the trees, hear the birds sing, and soak in the beauty of their surroundings, while still being only fifteen minutes away from museums, skyscrapers, great restaurants, and the eclectic culture of the city.

For Paula, success is measured by the happiness and satisfaction of her clients, and the opportunity to continually contribute to making their dream homes a reality.

Discover the difference Paula Interiors can make for your clients. Visit [www.paulainteriors.com](http://www.paulainteriors.com) and follow @paulainteriors on Instagram and Facebook to start this rewarding partnership.

“““

We can work in conjunction together; they can help homeowners find a special house and I can help those new owners create a home that reflects their personal style.

“I am here to enhance their experience with their clients,” she says. “We can work in conjunction together; they can help homeowners find a special house and I can help those new owners create a home that reflects their personal style.”

For Paula, the greatest reward comes from witnessing the joy and satisfaction of her clients as they see their envisioned spaces come to life. This fulfillment drives her continued passion and commitment to excellence in every project.

“I truly enjoy working with clients in person, showing them options to create an incredible ambience and make it simple, if not effortless for them, particularly families, to fully enjoy their homes, yet still say ‘wow’ every time they enter a room,” Paula shares.



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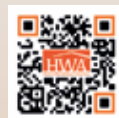
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By Lauren Young  
Photos by Sonya Martin

## Serving Up Aces

“It can be very painful to put your degree in the drawer, but it can also be a way to discover your real path in life,” says Leopoldo (Leo) Gutierrez, REALTOR® at Redfin. “You shouldn’t put boundaries on yourself.”

Leo, who is from the city of Maturin in Venezuela, briefly attended the University of Florida to learn English and obtain a tennis scholarship to a US university, which he did. But ultimately, he chose to move back home for personal reasons. He went on to earn a degree in civil engineering, so as to follow in his father and grandfather’s footsteps, from Santa Maria University. But before he could begin his engineering career, he decided to move to Chicago because of the cultural and political unrest in Venezuela.



“I moved here just six years ago,” explains Leo. “Having to start a new life in a new country due to all the political situations happening in my country made me realize that we shouldn’t take anything for granted and how to appreciate all the little things in life.”

To add to the challenges he faced, because the US has different construction codes than Venezuela, Leo wasn’t able to leverage his education to launch a career here. So to make a living while considering his future options, he worked in the restaurant industry and coached tennis at the Lakeshore Sport and Fitness Center in Lincoln Park. In the meantime, as a hobby, whenever his friends were looking for places to rent, he’d send them options he found—Leo’s mother owned a real estate brokerage in Venezuela, and he was able to lean on his experience with her business to help his friends, and in so doing, stumbled into his future career.

“A few different friends who I helped find rentals told me I would be good at being a REALTOR®. I always heard my real estate agent mom negotiating on the phone. I think that helped me with my communication skills,” Leo says. “Since it was hard to validate my engineering career, I decided to give real estate a try. After working at it for a few years now, I can say I’ve found my real passion.”

In 2020, Leo earned his real estate license and launched his career without much of a network, aside from a handful of friends. To grow his connections, build his expertise, and encourage referrals, Leo started helping to source rental leases. Those opportunities gave him the foundation to move into residential purchases and sales.

“Being a REALTOR® is hard, but imagine being an agent without knowing many people,” Leo explains. “I did

pretty well as a leasing agent, but I eventually decided I was ready for the next step.”

Even though he’s only been an agent for a few years, Leo instantly understood the positive impact he could have on people’s lives. He still gets chills of excitement when he’s handing the keys to new homeowners.

“I had a couple who were buying their first home, and they weren’t young,” he recalls. “At closing, they told me, with tears in their eyes, that they had been saving up [money] their whole lives for that moment.”

“That was an eye-opening moment for me,” he adds. “I truly understood the weight I have on my shoulders as an agent, and how important it is to truly represent your clients.”

Outside of serving his clients, Leopoldo enjoys serving up aces on the tennis court. Growing up, he competed in junior tennis and was not only ranked number one in his state for over four years, but he was once ranked among the top-five in his country. Now he plays in USTA leagues in Chicago, and in 2022, his team won the District League Championship. He credits tennis with teaching and giving him the personal discipline and perseverance he utilizes every day, and he credits his family for the love, support, and belief in him he needed to persevere his career: his wife, Katherinne; mother, Nataly; father, Leopoldo; brother, Jorge; grandfather, Jorge; and beloved grandmother, Narda.

# LEOPOLDO GUTIERREZ



**I TRULY UNDERSTOOD THE WEIGHT I HAVE ON MY SHOULDERS AS AN AGENT, AND HOW IMPORTANT IT IS TO TRULY REPRESENT YOUR CLIENTS.**



“I’m very grateful to have most of my family in Chicago. They are all very important to me. I know many immigrants are very far from their families, so I’m super grateful to have so many family members close by. It’s a blessing.”

you’ve achieved in life,” he continues. “Success is also feeling grateful for having the best wife and sharing the same goals together, seeing how far we’ve come, and being excited about our next chapter.” That chapter includes their recently adopted dog, Maya. “She keeps us busy all the time!” adds Leo.

“Immigrating is very hard,” notes Leo, “but I’m happy I discovered my passion in life after struggling in a new country. You need to keep your mindset positive and work hard for every dream you have.”

As Leo continues to grow his business and knowledge of the local markets, he works hard every day for his clients’ dreams and his own: he and Katherine hope to continue investing in properties to grow their portfolio.

“Success is being able to come home every day feeling happy about your job and everything

“I feel real estate is already part of all my career dreams and goals,” Leo says. “I don’t see myself doing anything else.”



Leopoldo traveling with some of his family for a special Christmas trip.



Leopoldo with his wife, Katherine, and their dog, Maya.

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## New Dad's Double Duty

**"When my wife and I found out that we were expecting our first child, we were filled with so many emotions—everything from being excited to feeling terrified!" says Adam Zagata, REALTOR® with Dream Town Realty.**

Adam and his wife, Letty, welcomed their daughter, Kamila, on May 25, 2022. Before Kamila's birth, an anxious Adam was comforted by the outpouring of support and guidance he received from friends, family, and colleagues. But all the advice didn't exactly prepare him for the uncertainties of the pregnancy and Kamila's unexpected entrance.

"Two weeks before the due date, I was watching an NBA playoff game when my wife felt something; she asked me if we should go to the hospital," recalls Adam. "I said no, secretly wanting to finish the game. But when we called our doctor, she told us to go. We grabbed our bags (I had to scurry to pack mine) and left for Northwestern Hospital immediately."

Sure enough, Kamila Zagata had decided it was time to make her debut.

When choosing a name for their baby, Adam and Letty settled on Kamila,

which means "perfect," to fit with their respective heritages: Adam is Polish and Letty is Mexican. Also, the name Kamila is pronounced the same in Polish, Spanish, and English, and they chose to spell the name with the letter K because many European names begin with K instead of C.

"We are a multicultural family, and we both value our cultures," says Adam. "We speak to her in both our native tongues, Spanish and Polish, allowing us to strengthen her connection to each culture."

Not surprisingly, since Kamila's arrival, Adam has found that his whole approach to life has shifted and expanded. This includes his attitude toward his role as a REALTOR®, his connection to clients, and his constant schedule juggling.

"As we've navigated this new journey, I've been able to get counsel from other REALTOR®

parents on what to expect regarding being a new dad [while working] in the industry," he says. "I also find it easier to connect with my clients who have children."

"Of course, I've had to work out how to adjust my schedule and work habits to accommodate my family needs while still ensuring my clients' expectations are met," Adam adds. "Making time where there is none is the name of the game."

Adam now regularly wakes up early to get through emails, and he prioritizes story time with Kamila each night, no matter what. He even occasionally brings Kamila to afternoon showings to get in some extra dad time.

"It is important to me to give 100 percent to anything I do," says Adam.

"I never want to let a client down, so I give them my best quality work. With my daughter, it's the same. I give her the best version of myself, even if it means work and fatherhood duties collide."

Adam, who has been a REALTOR® for over eight years, now has a renewed appreciation for the flexibility the job affords. It gives him more opportunities to balance responsibilities and experience joys in life. He's able to share quality time with Kamila—like weekly zoo trips, afternoon library outings, and morning bike rides—and still serve his clients well.

"You often hear about people finding work/life balance, but I am starting to realize that there is no such thing," Adam says. "You'll never find it and

then be done. It is something you have to work on and improve on a daily basis."

As Kamila continues to grow, Adam can now look back and be extra grateful for all the encouragement and help he was given over the past few years. He's also eager to pass along the advice he was given and some of his own to expectant and new parents, especially those who are fellow real estate professionals. The key, he believes, is to be prepared for change.

"My advice to dads-to-be is to always be supportive of your partner during the pregnancy, post-partum," says Adam. "Also, even though it can be hard, enjoy the long, exhausting days with your newborn because the months and years will fly by."

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## EMBRACING TRUE PASSION AND PURPOSE

Driven by a desire to unite and collaborate with others toward a common goal, to make an impact, and to be part of something larger than herself, Kim Rowell Kelly's passion for real estate and serving others is undeniable. Kim's success stems from her passion and dedication to others, her attention to detail, genuine care for her clients' best interests, and her willingness to go above and beyond for them.

# KIM ROWELL KELLY

Kim enjoys partnering with her clients to achieve their real estate goals, and she prides herself on being with her clients every step of the way. She is not afraid to roll up her sleeves either—from staging homes to visualizing a home's potential and executing upon and leading home improvement projects and remodels. "I feel strongly about a home's first impression and being an expert on my clients' homes," she says.

"When a client cannot visualize the potential in a space, I love to jump in and illustrate what could be, and then help them see their vision through to reality," Kim continues. "Seeing a shared idea or vision come to life and to witness my clients enjoying their new custom space is unbelievably fulfilling for me."

Helping others through a big move and settle into a home is a concept that sits close to Kim's heart. She made a huge move herself during childhood. In 2001, Kim immigrated to the US from Johannesburg, South Africa, with her parents, brother, and grandmother.

"Our move from South Africa to the USA was a significant and defining moment in my life—adjusting to a different culture, overcoming a language barrier, and being far from family and friends was difficult," Kim shares.

The experience, however, helped to define her priorities, but her clear guiding value, since a young age, has always been "family first." Kim's late grandmother, Ouma, was instrumental in instilling that and other important family values. Her grandmother's influence, guidance, love, and care left a lasting impact on Kim and can continue to be seen in the ways Kim lives out her life each day.

Kim grew up in Naperville, IL, and attended the University of Illinois Urbana-Champaign. After earning her degree in accounting, she joined a large risk and reinsurance firm where she focused on mergers and acquisitions, compliance, and process implementation within accounting and finance. She would transfer many of the skills she gained during these years to her day to day work as a REALTOR®.



on the rise

By Chris Menezes  
Photos by Sonya Martin

Although Kim thoroughly enjoyed her career in corporate accounting, she felt herself searching for something more fulfilling, something where she could really make a difference in other people's lives.

"I always had a keen interest in real estate and the industry, and I was looking for an opportunity to collaborate more closely with others, where I could be a part of something bigger and more meaningful, and work one-to-one with others to achieve a common goal," expresses Kim.

As it did with many, the shake-up of the COVID-19 pandemic prompted Kim to reevaluate her goals and what she wanted out of her future. With the encouragement and endless support of her husband, Griffen, and her family, Kim decided to make the move to real estate.

"I felt there was no better time than the present to take the leap of faith to follow my dream and dive into an industry I felt a true passion for," Kim recalls. "Griffen and my parents had 100 percent faith in me, and they have continued to support me every step of the way. I would not be where I am today without the incredible support, love, and belief of my amazing family.

A proud member of the Arrow Home Advisors team, Kim notes she is grateful for "their continued support, mentorship, and partnership." "Learning from and collaborating with such successful agents has provided a strong base for learning and growth that will allow me to serve my clients at the highest caliber," Kim emphasizes.

"I FELT THERE WAS NO BETTER TIME THAN THE PRESENT TO TAKE THE LEAP OF FAITH TO FOLLOW MY DREAM."

Kim views success as having the opportunity to learn, grow, and develop daily. She also says that success is the happiness that comes when you're contributing to something bigger than yourself, and that she finds that every day in real estate.

"I feel like I am truly making an impact on others' lives for the better, and I feel so grateful to share important and special life moments with so many dear clients and friends," she says.

Outside of real estate, Kim enjoys spending quality time with family and friends. She loves taking walks around her Lakeview neighborhood with Griffen and their Bernese mountain dog, Wrigley, or snuggling up on the couch with a cozy blanket and their cat, Simba, while indulging in her guilty pleasures of a good rom-com and South African chocolates.

She's also a huge advocate for animal welfare and is extremely passionate about reducing the homeless pet population as well as spreading awareness about poaching and habitat destruction in Africa. She volunteers at PAWS Chicago's "Kitty City," assisting with socializing adoptable

cats and connecting with potential adopters. Although it's difficult for Kim to be hands-on with wildlife welfare in Africa, she stays connected with various organizations. She and Griffen often choose their travels around wildlife, such as gorilla trekking in Uganda, going on safari in South Africa, and visiting various wildlife sanctuaries.

As Kim continues to embrace her true calling in real estate, she will continue to use her unique blend of expertise, heartfelt dedication, and drive to create meaningful connections and enrich the lives of people and animals alike, one home and happy client at a time.

Kim traveling with her husband, Griffen.

Kim and her dog, Wrigley.



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Pictured: Brant Sichko, Baird&Warner, Kyle Niewald, Elizabeth Harper, Lady E Photography

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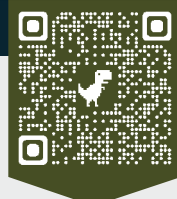
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### Limited-time offer, April 2–July 27, 2024

To be eligible for the \$20,000 Closing Guarantee, a loan application, fully-executed sale/purchase contract and additional required documentation must be submitted by July 27. See full eligibility requirements on the back of this flyer or speak to a Home Lending Advisor to learn more.

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<sup>1</sup> **The Chase Closing Guarantee Eligibility:** These requirements must be met: (1) Apply for a first lien purchase home loan with Chase; and (2) Provide a complete application package, which includes all requested supporting documentation and signed disclosures, and a fully-executed purchase contract with all pages. (3) Conventional Loans: Closing date must be at least 21 calendar days after receipt of a complete application package, except for a cooperative project (co-op) which requires 60 calendar days. For any new construction property that receives an initial appraisal subject to repairs/completion, a final inspection is required. Chase guarantees closing within 3 business days of receipt of a satisfactory final inspection. (4) FHA/VA loans: Closing date must be at least 30 calendar days after receipt of a complete application package. When an FHA/VA final inspection is required for new construction or specific home repairs, Chase guarantees closing within 5 business days from receipt of a satisfactory final inspection or satisfactory proof of final repairs. If property is a condo, the condo must be FHA or VA (as applicable) approved at the time of submission of the home loan application.

**Product Exclusions:** Refinances, transactions involving Consolidation, Extension and Modification Agreements (CEMAs) or loan amounts \$2 million or greater.

**Ineligibility:** The Chase Closing Guarantee does not apply if the following occur: Customer or Seller initiates changes (1) to the original closing date documented in the purchase contract; or (2) within 10 calendar days of closing that impact loan amount, product type, contract terms, interest rate or initial rate locks. The Chase Closing Guarantee also does not apply if delays occur as a result of (1) completion of new construction, improvements or repairs being made to the subject property; (2) Failure by the customer or seller to meet contract terms and requirements, including seller related delays; (3) Force majeure events, including weather or a natural disaster; (4) Third parties other than Chase-required service providers; or (5) Customer's failure to respond to Chase requests in a timely manner (e.g. within 2 business days). Additionally, the Chase Closing Guarantee does not apply for transactions in which a direct personal, financial or business relationship exists among any of the parties to the transaction (non-arm's length transactions). Chase reserves the right to amend, terminate or withdraw the Chase Closing Guarantee at any time without prior notice.

Closing guarantees and other awards ("awards") transferred to you under the terms of the program will be considered by Chase a discount of underwriting fees paid at mortgage closing. Any award transferred at or outside closing in excess of the value of the underwriting fees may be considered miscellaneous income and may be reportable on Form 1099-MISC (Miscellaneous Information) or Form 1042-S (Foreign Person's U.S. Source Income Subject to Withholding) to you and the IRS for the year in which you participate and receive the awards. You are responsible for any tax liability related to participating in the program. Please consult your personal tax advisor for questions about the impact to your personal income tax returns.

All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts.

Other restrictions and limitations apply.

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# Real Producers Spring Event: **BECOME IRREPLACEABLE!**

Hosted by Fountain Blue

Thank you to everyone who attended the spring Real Producers event, where we brought together all three Chicagoland Real Producers publications for an unforgettable experience!

John Israel, AKA Mr. Thank You, shared inspiring strategies for creating unreasonable loyalty and encouraged us to view gratitude from a new perspective. We hope you left the event feeling inspired and prepared to build lasting relationships!

A special thanks to Rose Pest Solutions for helping to make the afternoon a success. Our heartfelt appreciation goes out to all attendees, raffle prize sponsors, and those who made this spring gathering truly memorable. We look forward to seeing you again in the fall. Enjoy the photos!





# SPRING EVENT RAFFLE WINNERS

Our Preferred Partners never fail to deliver great raffle prizes at all events! Check out the winners.



Tiffany Meyers won a picnic backpack and gift card to Ravinia from Brad Pierce with HAVEN Home Staging.



Scott Fishman won Cubs tickets from Scott Nielsen with Arété Renovators.



Leopoldo Gutierrez (with Antonio Delao from the RP team) won a pizza oven from Archie Vetter with Neighborhood Loans.



Amy DeRango won a nugget ice maker from Martin Lorenzen with NRL Mortgage.



Nicole Hajdu won an Away carry-on luggage piece and packing cubes from Kristin Marsden and Jamie Dunsing with Dunsing Inspections.





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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	71	\$34,996,500	83.5	\$46,056,320	154.5	\$81,052,820
2	Carrie	McCormick	31.5	\$49,715,000	11	\$29,157,547	42.5	\$78,872,547
3	Jeffrey	Lowe	34	\$39,946,400	20.5	\$20,108,750	54.5	\$60,055,150
4	Emily	Sachs Wong	24	\$28,213,249	14.5	\$19,569,000	38.5	\$47,782,249
5	Grigory	Pekarsky	11.5	\$6,720,812	87	\$40,795,500	98.5	\$47,516,312
6	Mark	Icuss	10	\$22,986,474	6	\$16,883,945	16	\$39,870,419
7	Leigh	Marcus	34.5	\$23,557,825	17.5	\$10,239,750	52	\$33,797,575
8	Timothy	Sheahan	13.5	\$26,638,824	5	\$7,150,657	18.5	\$33,789,481
9	Alexandre	Stoykov	5.5	\$3,784,600	67.5	\$28,187,184	73	\$31,971,784
10	Benyamin	Lalez	12.5	\$6,812,069	41.5	\$20,248,900	54	\$27,060,969
11	Michael	Horwitz	7	\$7,021,900	30	\$19,980,650	37	\$27,002,550
12	Chezi	Rafaelli	8	\$11,310,500	6	\$8,841,000	14	\$20,151,500
13	Katharine	Waddell	12	\$7,499,450	13.5	\$12,473,900	25.5	\$19,973,350
14	Sophia	Klopas	10.5	\$7,696,409	15	\$11,619,050	25.5	\$19,315,459
15	Ryan	Preuett	8.5	\$8,745,000	8.5	\$10,494,000	17	\$19,239,000
16	Jason	O'Beirne	19	\$15,790,850	5	\$2,880,000	24	\$18,670,850
17	Philip	Skowron	7	\$11,295,000	2	\$7,325,428	9	\$18,620,428
18	Michael	Rosenblum	9	\$11,671,000	3	\$6,525,000	12	\$18,196,000
19	Jennifer	Mills	4.5	\$11,459,300	3	\$6,512,500	7.5	\$17,971,800
20	Brad	Lippitz	12	\$11,107,000	8	\$6,658,999	20	\$17,765,999
21	Mario	Greco	19	\$10,349,600	10.5	\$6,654,250	29.5	\$17,003,850
22	Darrell	Scott	6.5	\$4,150,750	17	\$11,018,400	23.5	\$15,169,150
23	Timothy	Salm	8	\$13,723,000	1	\$1,440,000	9	\$15,163,000
24	William	Goldberg	11.5	\$9,701,800	7.5	\$5,344,600	19	\$15,046,400
25	Julie	Busby	14	\$8,876,411	11	\$6,114,300	25	\$14,990,711
26	Kathleen	Malone	5.5	\$9,015,500	6	\$5,677,500	11.5	\$14,693,000
27	Layching	Quek	6	\$3,132,500	10	\$11,547,700	16	\$14,680,200
28	Sam	Shaffer	2.5	\$1,163,422	20	\$13,310,266	22.5	\$14,473,688
29	Amanda	McMillan	9.5	\$8,467,000	6	\$5,888,000	15.5	\$14,355,000
30	Mike	Larson	3	\$5,665,000	4	\$8,626,668	7	\$14,291,668
31	Jill	Silverstein	10.5	\$8,174,500	6.5	\$5,882,500	17	\$14,057,000
32	Owen	Duffy	20	\$11,573,500	5	\$2,465,900	25	\$14,039,400
33	Danielle	Dowell	10	\$7,006,850	11.5	\$6,954,250	21.5	\$13,961,100
34	Daniel	Close	6.5	\$6,862,500	9	\$7,098,250	15.5	\$13,960,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Debra	Dobbs	7	\$5,665,000	9	\$7,973,800	16	\$13,638,800
36	Joanne	Nemerovski	6	\$8,425,000	3	\$4,730,000	9	\$13,155,000
37	Nancy	Tassone	7	\$13,119,000	0	\$0	7	\$13,119,000
38	Ivona	Kutermankiewicz	10.5	\$9,804,900	5	\$3,075,000	15.5	\$12,879,900
39	Karen	Biazar	12	\$9,475,622	7.5	\$3,240,400	19.5	\$12,716,022
40	Nicholaos	Voutsinas	4	\$1,908,500	14	\$10,647,500	18	\$12,556,000
41	Chris	Gomes	5	\$4,196,000	9	\$8,276,500	14	\$12,472,500
42	Alex	Wolking	5	\$3,996,000	7	\$8,475,000	12	\$12,471,000
43	Boris	Lehtman	11	\$10,107,000	3.5	\$2,226,450	14.5	\$12,333,450
44	Stacey	Dombar	14.5	\$6,539,750	4	\$5,395,000	18.5	\$11,934,750
45	Lauren	Mitrick Wood	5	\$3,514,500	15.5	\$8,395,050	20.5	\$11,909,550
46	Steve	Dombar	2.5	\$1,290,500	13	\$10,267,000	15.5	\$11,557,500
47	Millie	Rosenbloom	9	\$10,763,500	1	\$378,000	10	\$11,141,500
48	James	D'Astice	7	\$3,143,500	15.5	\$7,779,300	22.5	\$10,922,800
49	Hayley	Westhoff	7.5	\$4,884,250	8	\$5,709,000	15.5	\$10,593,250
50	Rubina	Bokhari	3.5	\$5,581,950	3	\$4,991,850	6.5	\$10,573,800


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

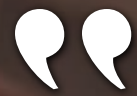


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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Karen	Schwartz	6.5	\$3,975,000	9	\$6,280,000	15.5	\$10,255,000
52	Stefanie	Lavelle	9	\$7,786,500	3	\$2,382,000	12	\$10,168,500
53	Nicholas	Colagiovanni	3	\$4,345,000	4	\$5,811,325	7	\$10,156,325
54	Sam	Jenkins	6	\$8,354,000	2	\$1,785,000	8	\$10,139,000
55	Melanie	Everett	3.5	\$1,967,500	15.5	\$8,168,000	19	\$10,135,500
56	Azeem	Khan	2	\$6,992,000	1	\$3,062,000	3	\$10,054,000
57	Lance	Kirshner	7.5	\$3,969,000	9.5	\$6,042,250	17	\$10,011,250
58	Tommy	Choi	7	\$4,131,950	8	\$5,791,750	15	\$9,923,700
59	Linda	Levin	9	\$9,892,995	0	\$0	9	\$9,892,995
60	Melanie	Giglio	3	\$4,693,000	10	\$5,177,000	13	\$9,870,000
61	Juliana	Yeager	6	\$3,717,450	8	\$6,150,000	14	\$9,867,450
62	Ioannis	Floros	6.5	\$3,205,000	13	\$6,622,000	19.5	\$9,827,000
63	Jeffrey	Herbert	3.5	\$2,332,500	13	\$7,432,500	16.5	\$9,765,000
64	Eugene	Fu	1.5	\$890,000	13.5	\$8,814,250	15	\$9,704,250
65	Margaret	Baczowski	5.5	\$4,786,250	4	\$4,910,000	9.5	\$9,696,250
66	Camille	Canales	4	\$1,996,000	15	\$7,423,800	19	\$9,419,800
67	Staci	Slattery	11.5	\$9,208,122	0	\$0	11.5	\$9,208,122
68	Elias	Masud	9	\$4,028,000	10.5	\$5,159,000	19.5	\$9,187,000
69	Barbara	O'Connor	6	\$2,751,500	9.5	\$6,384,550	15.5	\$9,136,050
70	Rafay	Qamar	16	\$4,592,500	11	\$4,444,900	27	\$9,037,400
71	Melissa	Siegal	6.5	\$3,916,250	6.5	\$5,032,500	13	\$8,948,750
72	Bari	Levine	7.5	\$3,863,518	6	\$5,002,967	13.5	\$8,866,485
73	Kevin	Hinton	2	\$661,500	12	\$7,988,500	14	\$8,650,000
74	Christine	Egley-Rashkow	2.5	\$4,607,500	2	\$4,015,000	4.5	\$8,622,500
75	Ali	Bakir	0	\$0	6	\$8,611,500	6	\$8,611,500
76	Nathan	Binkley	5.5	\$4,922,000	6	\$3,686,900	11.5	\$8,608,900
77	Meredith	Manni	2	\$5,750,000	1	\$2,700,000	3	\$8,450,000
78	Kate	Gaffey	2	\$783,250	10	\$7,654,000	12	\$8,437,250
79	Michael	Shenfeld	3.5	\$4,713,000	4	\$3,659,900	7.5	\$8,372,900
80	Alishja	Ballard	4	\$2,559,000	9	\$5,678,000	13	\$8,237,000
81	Adam	Zenullahi	5	\$1,613,000	12	\$6,617,500	17	\$8,230,500
82	Pasquale	Recchia	6.5	\$3,793,000	6	\$4,435,707	12.5	\$8,228,707
83	Colin	Hebson	5.5	\$5,332,500	3.5	\$2,841,352	9	\$8,173,852
84	Patrick	Shino	4	\$2,124,400	14	\$6,043,500	18	\$8,167,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Dennis	Huyck	4.5	\$3,820,500	5	\$4,126,500	9.5	\$7,947,000
86	Lucas	Blahnik	4.5	\$4,310,000	6	\$3,611,000	10.5	\$7,921,000
87	Jacob	Tasharski	3	\$2,825,000	4	\$5,062,500	7	\$7,887,500
88	Cory	Tanzer	10	\$4,287,000	8	\$3,514,450	18	\$7,801,450
89	Beata	Gaska	8	\$7,109,534	1	\$670,000	9	\$7,779,534
90	Michael	Olszewski	41	\$7,584,207	1	\$155,000	42	\$7,739,207
91	Leslie	Glazier	5	\$4,910,000	4	\$2,812,500	9	\$7,722,500
92	Kelly	Parker	2.5	\$1,735,500	9	\$5,957,575	11.5	\$7,693,075
93	Eamonn	Stafford	14	\$5,380,400	8	\$2,289,900	22	\$7,670,300
94	Susan	Miner	2.5	\$2,200,000	2	\$5,449,000	4.5	\$7,649,000
95	Dawn	McKenna	5.5	\$3,230,000	7	\$4,417,000	12.5	\$7,647,000
96	Patrick	Teets	5	\$7,595,000	0	\$0	5	\$7,595,000
97	Rafael	Murillo	5.5	\$5,806,500	4	\$1,757,500	9.5	\$7,564,000
98	Scott	Curcio	12	\$4,636,500	6	\$2,870,401	18	\$7,506,901
99	Melissa	Edidin	3	\$1,982,380	5	\$5,510,000	8	\$7,492,380
100	Dee	Thompson	1.5	\$2,517,950	2	\$4,918,000	3.5	\$7,435,950

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

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## Quick Guide to Short Form Content

By Travis Heberling

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

### 01.

#### Entertain

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



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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Nadine	Ferrata	8	\$5,444,250	4	\$1,868,900	12	\$7,313,150
102	Suzanne	Gignilliat	4	\$6,072,250	1	\$1,230,000	5	\$7,302,250
103	Vincent	Anzalone	6	\$5,530,250	3	\$1,765,000	9	\$7,295,250
104	Stephanie	Cutter	10	\$4,215,500	8	\$3,049,721	18	\$7,265,221
105	Roman	Patzner	1	\$1,075,000	5	\$6,004,500	6	\$7,079,500
106	Justin	Lucas	2.5	\$2,152,500	5	\$4,717,500	7.5	\$6,870,000
107	Deborah	Ballis Hirt	3.5	\$1,441,000	3	\$5,337,500	6.5	\$6,778,500
108	Matthew	Shrake	2	\$771,500	6	\$5,970,000	8	\$6,741,500
109	Whitney	Wang	0	\$0	7.5	\$6,707,100	7.5	\$6,707,100
110	Olin	Eargle	3	\$1,488,025	7	\$5,178,650	10	\$6,666,675
111	Bradley	Brondyke	4.5	\$6,665,000	0	\$0	4.5	\$6,665,000
112	Rachel	Martell	1.5	\$1,162,500	2	\$5,500,000	3.5	\$6,662,500
113	Santiago	Valdez	5.5	\$1,550,400	11	\$5,086,000	16.5	\$6,636,400
114	Jennifer	Liu	7	\$6,099,600	2	\$520,000	9	\$6,619,600
115	Davia	Lipscher	4.5	\$3,055,750	9	\$3,560,000	13.5	\$6,615,750
116	Iris	Kohl	4	\$3,067,500	5	\$3,521,000	9	\$6,588,500
117	Greg	Whelan	2	\$1,100,000	11	\$5,453,499	13	\$6,553,499
118	Grace	Sergio	4	\$4,348,034	1.5	\$2,162,500	5.5	\$6,510,534
119	Ken	Jungwirth	8	\$3,001,000	2	\$3,500,000	10	\$6,501,000
120	Laura	Bibbo Katlin	4	\$4,658,800	1	\$1,840,000	5	\$6,498,800
121	Robert	Yoshimura	7	\$3,394,500	5	\$3,077,500	12	\$6,472,000
122	Mark	Keppy	5.5	\$4,139,250	5	\$2,307,150	10.5	\$6,446,400
123	Mario	Barrios	1.5	\$952,000	11	\$5,459,500	12.5	\$6,411,500
124	Annie	Flanagan	1	\$711,500	3	\$5,689,000	4	\$6,400,500
125	Megan	Tirpak	6.5	\$5,857,000	1	\$535,000	7.5	\$6,392,000
126	Daniel	Spitz	2.5	\$1,962,500	6	\$4,393,400	8.5	\$6,355,900
127	Kelly	Johnson	5	\$4,327,000	2	\$2,027,000	7	\$6,354,000
128	Molly	Sundby	7	\$6,290,000	0	\$0	7	\$6,290,000
129	Brian	Connolly	8	\$6,270,500	0	\$0	8	\$6,270,500
130	Brendan	Murphy	3.5	\$2,546,500	3	\$3,683,000	6.5	\$6,229,500
131	Daniel	Glick	6.5	\$3,856,500	4.5	\$2,368,000	11	\$6,224,500
132	Kathryn	Barry	5	\$3,695,000	4.5	\$2,462,000	9.5	\$6,157,000
133	Michael	McGuinness	3	\$1,479,000	10	\$4,658,999	13	\$6,137,999
134	David	Betancourt	3	\$1,224,000	10	\$4,907,500	13	\$6,131,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Michele	Gubser	5	\$3,826,900	3	\$2,275,500	8	\$6,102,400
136	Adele	Lang	3	\$1,380,000	8	\$4,703,000	11	\$6,083,000
137	Elizabeth	Lothamer	0.5	\$337,500	8	\$5,724,600	8.5	\$6,062,100
138	Megan	Hagans	4	\$3,181,000	1.5	\$2,861,500	5.5	\$6,042,500
139	Dan	Nelson	1	\$700,000	9	\$5,317,900	10	\$6,017,900
140	Michael	Maier	11.5	\$5,509,912	3	\$500,250	14.5	\$6,010,162
141	Brian	Pistorius	1	\$625,000	9	\$5,326,750	10	\$5,951,750
142	Rachel	Krueger	4	\$4,799,000	2	\$1,150,000	6	\$5,949,000
143	Sherri	Hoke	3	\$4,580,000	1	\$1,365,000	4	\$5,945,000
144	Ian	Schwartz	2	\$1,581,000	4	\$4,363,999	6	\$5,944,999
145	James	Sheehan	1.5	\$1,389,500	3	\$4,555,000	4.5	\$5,944,500
146	Meg	Daday	8	\$4,046,000	2.5	\$1,871,250	10.5	\$5,917,250
147	Keith	Brand	5	\$3,228,000	8	\$2,684,000	13	\$5,912,000
148	Tony	Mattar	0	\$0	8	\$5,860,000	8	\$5,860,000
149	Phyllis	Smith	5	\$3,482,500	4	\$2,367,500	9	\$5,850,000
150	Arianna	Esper	6.5	\$5,006,200	2	\$837,500	8.5	\$5,843,700

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Tiffany	Meyers	4	\$1,430,000	13.5	\$4,377,600	17.5	\$5,807,600
152	India	Whiteside	2	\$1,680,500	4	\$4,123,150	6	\$5,803,650
153	Victoria	Thomas	1	\$460,000	4	\$5,342,000	5	\$5,802,000
154	Cara	Buffa	3	\$5,465,000	1	\$307,500	4	\$5,772,500
155	Prashanth	Mahakali	4	\$5,770,000	0	\$0	4	\$5,770,000
156	Matthew	Haedicke	5	\$3,360,000	2	\$2,350,000	7	\$5,710,000
157	Anne	Rossley	6	\$3,964,500	2	\$1,715,000	8	\$5,679,500
158	Michael	Saladino	8.5	\$2,318,000	8	\$3,349,000	16.5	\$5,667,000
159	Meladee	Hughes	1	\$5,650,000	0	\$0	1	\$5,650,000
160	Ashley	Cox	4	\$1,661,000	6	\$3,988,838	10	\$5,649,838
161	Thomas	Moran	2	\$1,844,500	2	\$3,805,000	4	\$5,649,500
162	Jessica	Macey	3	\$1,155,000	10	\$4,475,300	13	\$5,630,300
163	Xiaojing	Frost	2.5	\$1,406,518	6	\$4,219,500	8.5	\$5,626,018
164	Amber	Kardosh	6	\$2,317,500	5	\$3,288,000	11	\$5,605,500
165	Kathryn	Schrage	6	\$2,799,900	5	\$2,804,000	11	\$5,603,900
166	Iryna	Dzhudzhuk	0	\$0	10	\$5,580,000	10	\$5,580,000
167	Steven	Jurgens	2.5	\$3,410,000	3	\$2,169,900	5.5	\$5,579,900
168	Stephen	Hnatow	2.5	\$2,434,750	3	\$3,140,000	5.5	\$5,574,750
169	Azin	Amiran	4.5	\$5,536,950	0	\$0	4.5	\$5,536,950
170	Michael	Galvan	3	\$5,490,000	0	\$0	3	\$5,490,000
171	Dione	Balingit	1.5	\$2,517,950	1	\$2,968,000	2.5	\$5,485,950
172	Robert	Sullivan	3	\$2,498,000	4	\$2,938,500	7	\$5,436,500
173	Christina	Carmody	4	\$1,299,400	4	\$4,108,500	8	\$5,407,900
174	Elena	Theodoros	4	\$2,765,736	3	\$2,639,500	7	\$5,405,236
175	Salvador	Gonzalez	5	\$1,987,000	13	\$3,393,000	18	\$5,380,000
176	Anthony	Disano	24.5	\$5,324,928	1	\$32,000	25.5	\$5,356,928
177	Matthew	Liss	3.5	\$3,174,000	2	\$2,179,000	5.5	\$5,353,000
178	Steven	Powers	6	\$2,882,500	4	\$2,455,000	10	\$5,337,500
179	Suchi	Bhagat	2	\$1,311,000	3	\$4,010,000	5	\$5,321,000
180	Brian	Moon	4	\$2,300,872	4.5	\$2,996,000	8.5	\$5,296,872
181	Martha	Lozano	5	\$2,270,000	8	\$3,019,000	13	\$5,289,000
182	John	Federici	3	\$1,413,100	5	\$3,859,000	8	\$5,272,100
183	Lawrence	Dunning	3	\$1,960,000	4	\$3,260,000	7	\$5,220,000
184	Rizwan	Gilani	4.5	\$1,786,250	5	\$3,433,500	9.5	\$5,219,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Leopoldo	Gutierrez	3	\$865,700	12	\$4,347,250	15	\$5,212,950
186	Michael	McCallum	1	\$403,500	3	\$4,806,500	4	\$5,210,000
187	Chris	McComas	4	\$2,702,450	3	\$2,500,000	7	\$5,202,450
188	Leonardo	Rojas	2	\$685,000	13	\$4,517,000	15	\$5,202,000
189	Karolina	Suszynski	2	\$4,475,000	1	\$700,000	3	\$5,175,000
190	Cynthia	Sodolski	4	\$3,097,000	4	\$2,074,000	8	\$5,171,000
191	Tim	Stassi	6	\$4,520,000	1	\$650,000	7	\$5,170,000
192	Alice	Berger	4	\$3,157,500	3	\$1,998,000	7	\$5,155,500
193	James	Mooney	1.5	\$1,568,750	3	\$3,580,000	4.5	\$5,148,750
194	Gisela	Attlan	3	\$1,980,000	3	\$3,145,000	6	\$5,125,000
195	Kristin	Gonnella	2	\$1,113,209	7	\$4,009,500	9	\$5,122,709
196	Anthony	Zaskowski	7	\$3,200,000	5	\$1,911,000	12	\$5,111,000
197	Michael	Hall	5	\$3,197,900	3	\$1,843,000	8	\$5,040,900
198	Laura	England	3	\$1,583,000	6	\$3,457,500	9	\$5,040,500
199	Shanley	Henry	2	\$2,815,000	1	\$2,175,000	3	\$4,990,000
200	Sara	Zamora	2	\$692,500	1	\$4,250,000	3	\$4,942,500

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Amy	Duong	1	\$447,000	6.5	\$4,482,400	7.5	\$4,929,400
202	Marlene	Rubenstein	3.5	\$1,537,500	5	\$3,389,000	8.5	\$4,926,500
203	Sara	McCarthy	0.5	\$138,000	6.5	\$4,765,000	7	\$4,903,000
204	Mark	Kowalik	5	\$3,647,900	2	\$1,255,000	7	\$4,902,900
205	Tim	Mullet	4	\$1,847,000	4	\$3,014,000	8	\$4,861,000
206	Theodora	Jordan	2.5	\$1,490,000	4	\$3,348,800	6.5	\$4,838,800
207	Aaron	Sklar	2.5	\$2,392,500	2.5	\$2,392,500	5	\$4,785,000
208	Noah	Birk	2.5	\$2,392,500	2.5	\$2,392,500	5	\$4,785,000
209	Erin	Mandel	2.5	\$4,084,500	1	\$699,900	3.5	\$4,784,400
210	Hadley	Rue	5	\$2,576,000	4	\$2,204,000	9	\$4,780,000
211	Brooke	Daitchman	3	\$2,516,000	4	\$2,225,000	7	\$4,741,000
212	Leila	Zammatta	4	\$4,689,504	0	\$0	4	\$4,689,504
213	Jennifer	Romolo	0	\$0	7	\$4,687,000	7	\$4,687,000
214	Brittany	Bussell	2.5	\$1,562,500	4	\$3,090,000	6.5	\$4,652,500
215	Dan	Kieres	7	\$2,676,000	3	\$1,975,000	10	\$4,651,000
216	Ryan	Gossett	1	\$765,000	6	\$3,852,500	7	\$4,617,500
217	Khadija	Laurens	2	\$2,250,000	3	\$2,365,000	5	\$4,615,000
218	Joanne	Desanctis	1	\$1,125,000	4	\$3,464,900	5	\$4,589,900
219	Eric	Casper	2	\$500,000	7	\$4,071,000	9	\$4,571,000
220	Brady	Miller	6.5	\$2,400,500	6	\$2,169,400	12.5	\$4,569,900
221	Brad	Zibung	7	\$3,961,000	2	\$598,500	9	\$4,559,500
222	Zachary	Koran	4	\$1,684,900	4	\$2,831,500	8	\$4,516,400
223	Janet	Owen	0	\$0	1	\$4,500,000	1	\$4,500,000
224	Tiffany	Vondran	3	\$921,000	8	\$3,578,000	11	\$4,499,000
225	Camie	Cirriacione	2	\$549,000	6	\$3,931,000	8	\$4,480,000
226	Kimber	Galvin	3	\$1,620,750	5	\$2,837,500	8	\$4,458,250
227	Jacqueline	Alter	6	\$2,852,500	6	\$1,603,000	12	\$4,455,500
228	Pablo	Galarza	10	\$2,983,400	6	\$1,456,000	16	\$4,439,400
229	Robert	Picciariello	13	\$4,435,700	0	\$0	13	\$4,435,700
230	John	Burks	2	\$1,126,750	4	\$3,300,000	6	\$4,426,750
231	Catherine	Egan	1	\$1,225,000	1	\$3,200,000	2	\$4,425,000
232	Neringa	Northcutt	1	\$2,000,000	3	\$2,402,500	4	\$4,402,500
233	Linda	Sanchez	1	\$2,195,000	1	\$2,195,000	2	\$4,390,000
234	Blazena	Bilic	3.5	\$3,174,000	2	\$1,208,000	5.5	\$4,382,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Arthur	Rothschild	3	\$854,000	5	\$3,515,000	8	\$4,369,000
236	Heather	Hillebrand	4	\$3,397,750	2	\$965,500	6	\$4,363,250
237	Bogdan	Popovych	5	\$3,588,000	1	\$769,000	6	\$4,357,000
238	Samuel	Kahn	2.5	\$2,546,047	2	\$1,780,000	4.5	\$4,326,047
239	Eugene	Biondi	1	\$1,673,088	1	\$2,630,000	2	\$4,303,088
240	Frank	Montro	12	\$2,512,194	9.5	\$1,784,924	21.5	\$4,297,118
241	Sharon	Gillman	2.5	\$2,170,000	1.5	\$2,122,500	4	\$4,292,500
242	Ryan	Casper	6	\$3,146,500	1	\$1,144,500	7	\$4,291,000
243	Jennifer	Bustillo	1	\$300,000	10	\$3,957,250	11	\$4,257,250
244	Deborah	Hess	2	\$1,449,950	5	\$2,806,000	7	\$4,255,950
245	Richard	Kasper	4	\$2,669,575	3.5	\$1,582,500	7.5	\$4,252,075
246	Neil	Browne	3	\$2,933,000	4	\$1,318,900	7	\$4,251,900
247	Cornelis	Hoogstraten	0	\$0	7	\$4,243,500	7	\$4,243,500
248	William	Volpe	16.5	\$4,229,228	0	\$0	16.5	\$4,229,228
249	Cindy	Wilson	4	\$2,285,000	3.5	\$1,942,000	7.5	\$4,227,000
250	Marzena	Frausto	2	\$820,000	6	\$3,390,799	8	\$4,210,799

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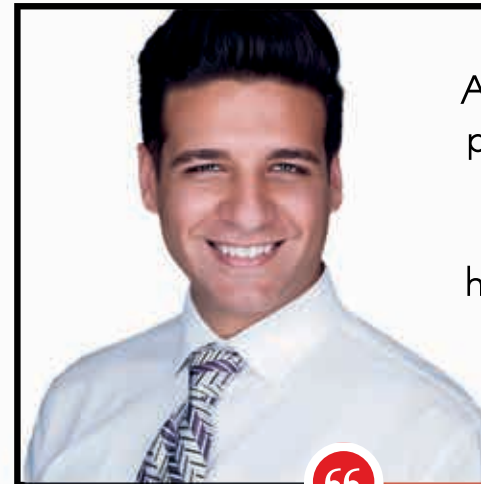
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