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PARTNER SPOTLIGHT:  
A. Perry Homes

SPRING EVENT PHOTOS:  
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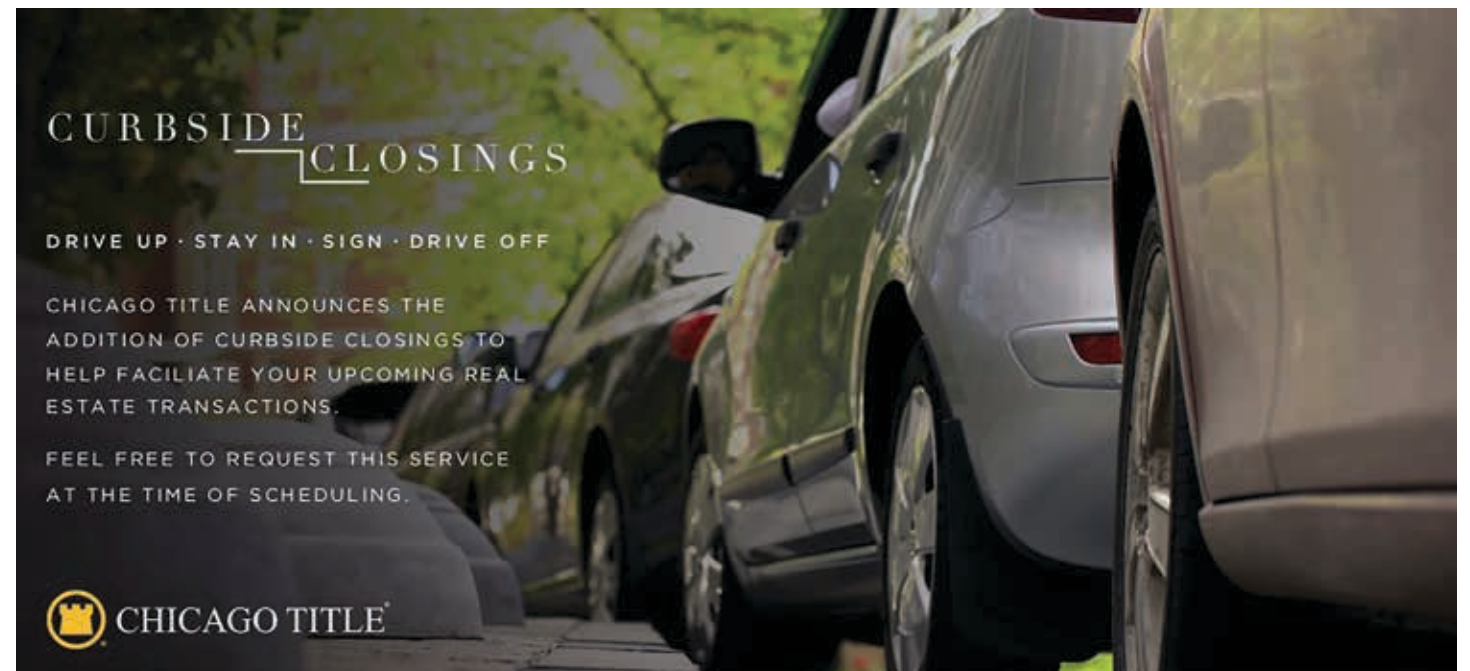


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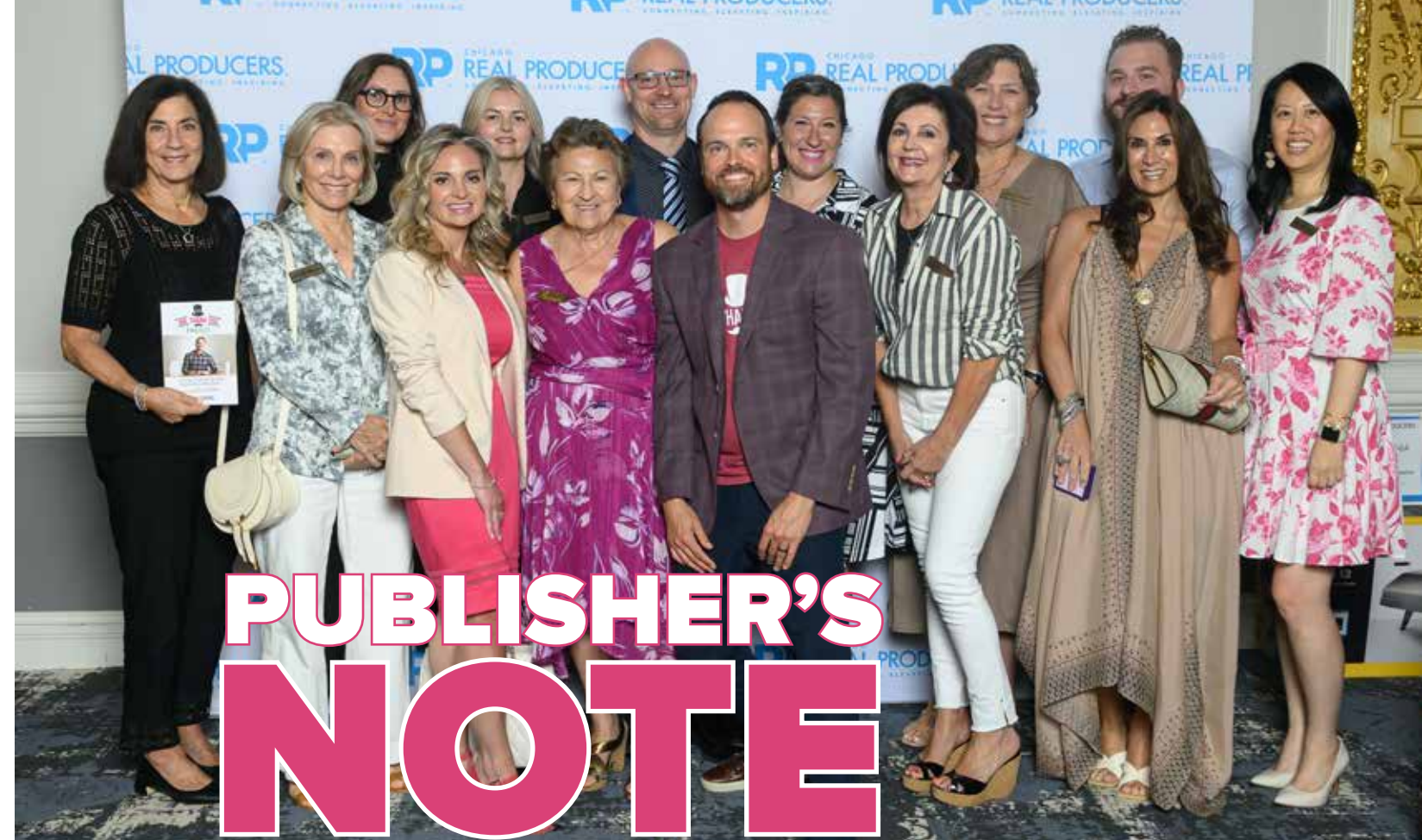
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Judy K. Maldonado  
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We had overwhelmingly positive feedback from our spring event last month. A couple of weeks before the event, a sense of anxiety and apprehension consumed my mind and body. Am 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 34!



**Andy Burton**  
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Annie

# CHALLENGER

▶ agent feature

By Chris Menezes  
Photos by Prestige Real  
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## EVER CHALLENGING HERSELF

Annie Challenger's career in real estate is marked by a lifelong passion for homes, personal growth, helping others, and a firm belief that she can accomplish anything. Prior to entering real estate in 2015, she had already had a successful career in sales; raised a large, blended family of seven; and built a dog training company (Your Dog's Guru, Inc.) into a successful company with her second husband.

All these endeavors, including real estate, point to Annie's connection to the North Shore and her upbringing. Born and raised in Winnetka, Annie says she was most influenced by her parents' values—her mother's kindness, compassion, and honesty; and her father's entrepreneurial spirit—that challenged Annie to be the best version of herself.

It was her childhood fascination with the homes in the North Shore and her inherent passion for architecture, decor, and the unique character of each house that led her to her calling in real estate. Her travels outside of Chicago and her corporate career in sales bolstered her confidence and love of people.

While obtaining her degree in psychology at the University of Arizona, Annie was fortunate to participate in their Semesters at Sea program twice. Traveling the world while studying world cultures was one of the most

influential experiences of her life. "Learning about other cultures and realizing how small our world really is was monumental to me," Annie emphasizes. "To this day, I am still friends with people from all over the world."

Annie embarked on her sales career as a young woman in the late 1980s, working for a consulting company in Chicago. Becoming the number one sales agent within a male-dominated industry was one of her greatest professional achievements and set the stage for her future successes. "My sales career helped me to know I could be a success in any forum as long as I gave my all," Annie expresses.

In the end, it was Annie's love for meeting and helping people, developing strong positive relationships, and architecture and homes combined with her knowledge and love of the North Shore that led her to become a REALTOR® in 2015. Her background has allowed her to take the stress away from homeowners, making the buying and selling process more enjoyable and fulfilling for everyone involved.

Today, Annie's passion lies in helping her clients navigate the complexities of real estate transactions, ensuring they find success, whether in selling or buying a home. "Getting my clients over the finish line, knowing that I have been



Annie's family celebrating Mother's Day.

able to close the best deal possible, and hearing from my clients that they are happy and could not have done it without me is what I find most rewarding," she says.

Looking to the future, Annie sees real estate as an ever-evolving path of growth and learning. Every transaction brings new challenges and opportunities for development, keeping her engaged and motivated to enhance her skills. For Annie, success is measured by the satisfaction and happiness of her clients, making their dreams of selling or purchasing their perfect home a reality.

"I want to learn, grow, and improve until I am no longer," she says.

Outside of her professional life, Annie is deeply family-oriented. She and her husband, Michael Jayko, enjoy cooking and baking, traveling, and going to concerts and theatre productions. Julia Child is one of Annie's personal heroes, and Paul McCartney at Wrigley Field was one of the most memorable concerts she's ever been to.

Relaxation for Annie comes with spending quality time with her family, friends, and four dogs. She also has a deep fascination with raptors, especially owls, and would love to become a falconer someday.

Annie also has a deep passion for giving back, as is evident in her support for various charities and community initiatives, including Laugh Your Face Off; Camp Out for Kids; the ALS Association; New Trier—Therapy Dogs, a personal volunteer effort she and Michael did together; the Winnetka Community House; and the Chicago Botanic Garden. "We are better when we work together and lift each other up," Annie asserts.

For aspiring real estate professionals, Annie's advice is clear: always prioritize the client's needs, conduct thorough research, and strive for excellence in every transaction, respecting and honoring the trust being instilled in you.

As Annie continues to chart her course in the real estate world, her

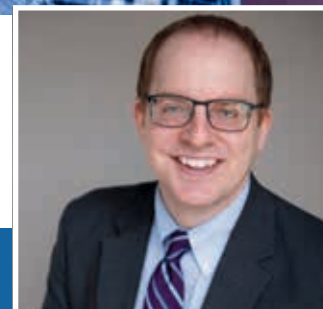


Annie and her family on a vacation to the Pacific Northwest for "Pie Camp".

**I WANT TO LEARN, GROW, AND IMPROVE UNTIL I AM NO LONGER.**

legacy serves as an inspiration to all who dare to dream big, love deeply, and live fully. Her journey is far from over, but its impact is already immeasurable, promising even greater achievements on the horizon.

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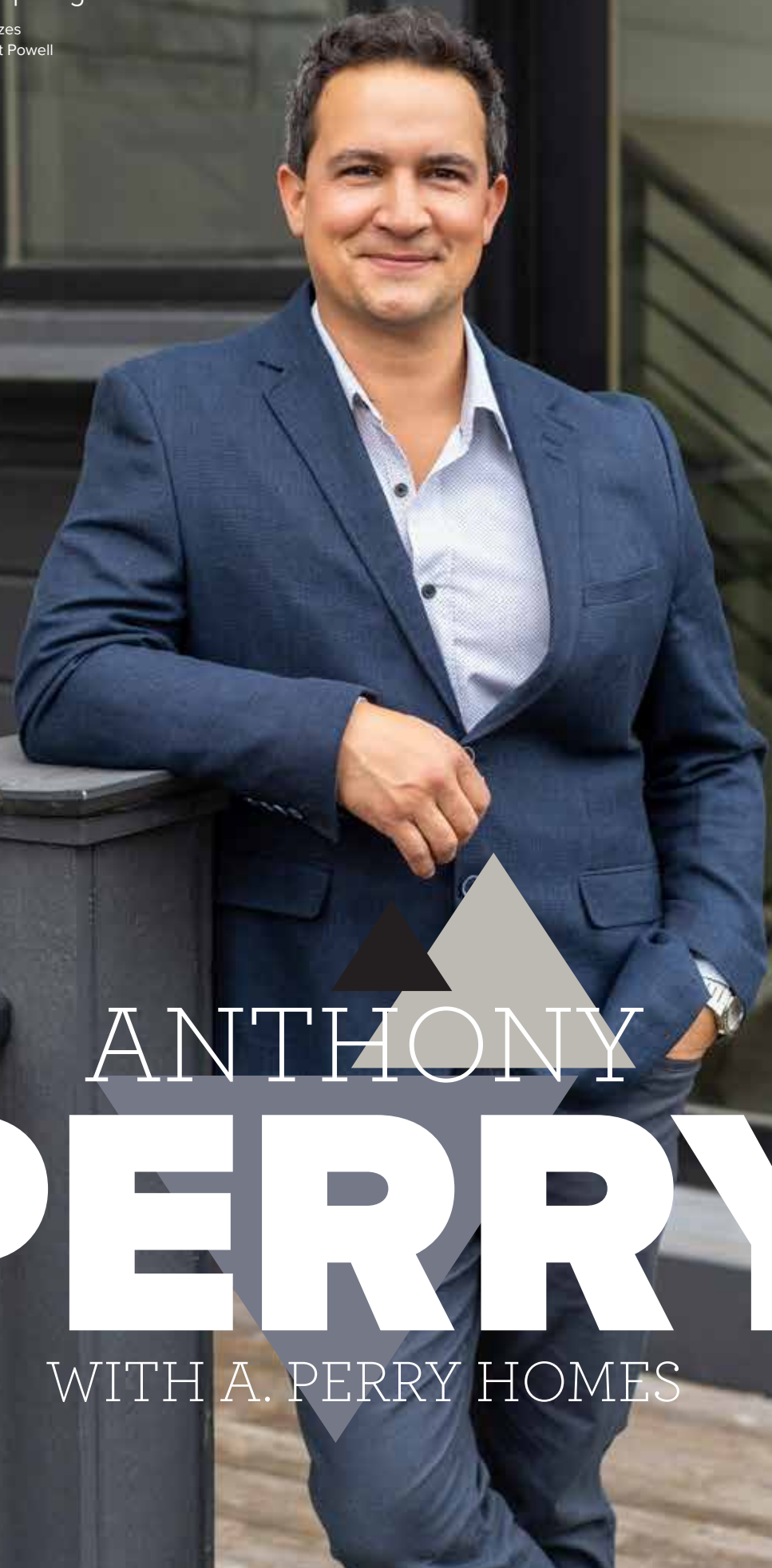
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By Chris Menezes  
Photos by Elliot Powell



# ANTHONY PERRY

WITH A. PERRY HOMES

## Crafting Spaces for Life's Remarkable Moments

Anthony Perry and A. Perry Homes are in the business of creating magical experiences and crafting the spaces for life's remarkable moments. Distinguishing itself within the luxury custom-home market through its architect-led, design-build approach, A. Perry Homes places architectural vision and client collaboration at the forefront of every project.

This unique model is unlike traditional construction companies, where the design and building phases might be handled by separate entities. At A. Perry Homes, every detail—from initial wish lists and inspirational imagery from clients to architectural design, to construction and warranty—is meticulously curated with a single, cohesive team. This integration ensures that the architectural integrity, aesthetics, and functionality of the home are preserved and enhanced throughout the building process, resulting in a home that is both beautiful and bespoke.

“Our company began with a belief that an architect-led, design-build business could make things

better—for a family, for a neighborhood, for an entire community. We feel truly privileged to work as a custom residential architect and builder that helps families create homes that are filled with architectural beauty and customized function that make their lives better,” Anthony shares.

A. Perry Homes, a family-run business, was founded seventeen years ago by Anthony's father, Tony Perry, a seasoned architect and builder. Tony was driven by the desire to offer something markedly different:

“A home that isn't simply a beautiful testament to the architect or builder, but a functional, working piece of art that serves the family that embarked upon the project for their needs and lifestyle,” explains Anthony. This philosophy has guided Tony; Anthony; Kent DeReus, CEO, and Nate Lochner, vice president of architecture, who lead the design team; and the rest of the team to prioritize the homeowners' vision, crafting spaces that foster gathering and memory-making, and stand the test of time.

By engaging homeowners in discussions, wish list creation, and inspirational imagery sharing, the firm ensures that each home reflects the personal tastes, lifestyle, and dreams of its occupants. This client-centered approach fosters a deeper connection between the design team and homeowners, leading to more personalized and satisfying outcomes.

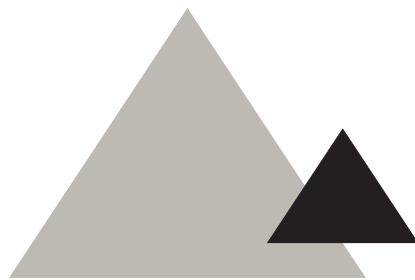
Their collaborative design process ensures that ideas are shared freely, keeping everyone aligned from the get-go. “Our team enjoys having fun, and if we can get our clients to have fun in the design process, they feel comfortable to let their guard down and reveal their authentic selves. When that happens, we are granted the privilege to design and build something for them that surpasses their expectations. Together, we create the home where you can live a remarkable life,” Anthony shares.

For real estate agents, this level of collaboration and commitment to excellence makes working with A. Perry Homes a dream. “REALTORS® have told us they like that our firm takes care of everything from start to finish. They are relieved, knowing their client is in good hands,”



“

Our company began with a belief that an architect-led, design-build business could make things better—for a family, for a neighborhood, for an entire community.”



Anthony with his family.

Anthony emphasizes. “We handle the design, selections, permitting, and competitive bidding, and deliver a magical building experience for their clients. Our goal on every project is to receive glowing reviews from the homeowners and REALTORS® who referred us, and to have the homeowner be a raving fan who is excited to tour the next client through their home.”

There’s another big reason why REALTORS® can rest assured their clients are in good hands: founded during the Great Recession, A. Perry Homes emerged as a symbol of innovation and resilience in a time when the construction industry faced unprecedented hardships. This can also be said of the company today, as they were insulated from the rising costs of materials due to supply chain scarcity. “Being larger than most custom-home builders, our professional systems and processes, and deep vendor and subcontractor relationships allowed us to source materials from suppliers that others couldn’t,” explains Anthony. “We were able to service our clients with minimal disruptions.”

Anthony joined his father after working for a few years at a private equity commercial real estate firm, and now serves as the president to the company. Engrained with his father’s entrepreneurial spirit and deep-seated

passion for design, custom home building, and the client experience, Anthony began assisting in any way he could and quickly became an integral part of the company. He worked in many positions to see the business from all angles, started from the bottom up, and is incredibly proud of their talented team. “About one-third of our team are Perrys, either through blood or marriage, and the other two-thirds are comprised of exceptionally talented people whom the Perrys have the pleasure of working with every day,” he says.

Anthony has always been driven to work hard, find success with the things he loves, and surround himself with the best people. He played three sports while in high school, worked at Marshall Field’s in the winter months and caddied over the summers. During college, he majored in real estate and finance, managed apartment buildings on campus, was president of the real estate club, and interned for several local real estate companies.

Having always maintained a busy schedule, Anthony’s life hasn’t changed much over the years. Outside

of work, he enjoys spending time with his wife, Amy, and their two daughters, Maya (8) and Brenna (6). Together they enjoy playing golf, riding bikes on the Des Plaines River Trail System, and cheering each other on at all their various sporting events, plays and musicals, and company- and community-building activities. Currently, Anthony is also working on the ridiculously large and fun, custom playground that his father designed for his kids in his backyard.

With a deep passion for the community, Anthony often donates the company’s studio space to charities, schools, and nonprofits for events, fundraisers, and community-building activities. They also grow a rooftop garden in the summer and donate the majority of their produce to local organizations. “Our studio is truly special, and for anyone who has not seen it, we welcome you anytime!” Anthony shares.

To contact Anthony or learn more about A. Perry Homes and how they can turn your clients’ inspiration into reality, visit [www.aperryhomes.com](http://www.aperryhomes.com), or call Anthony at 847-370-0668.

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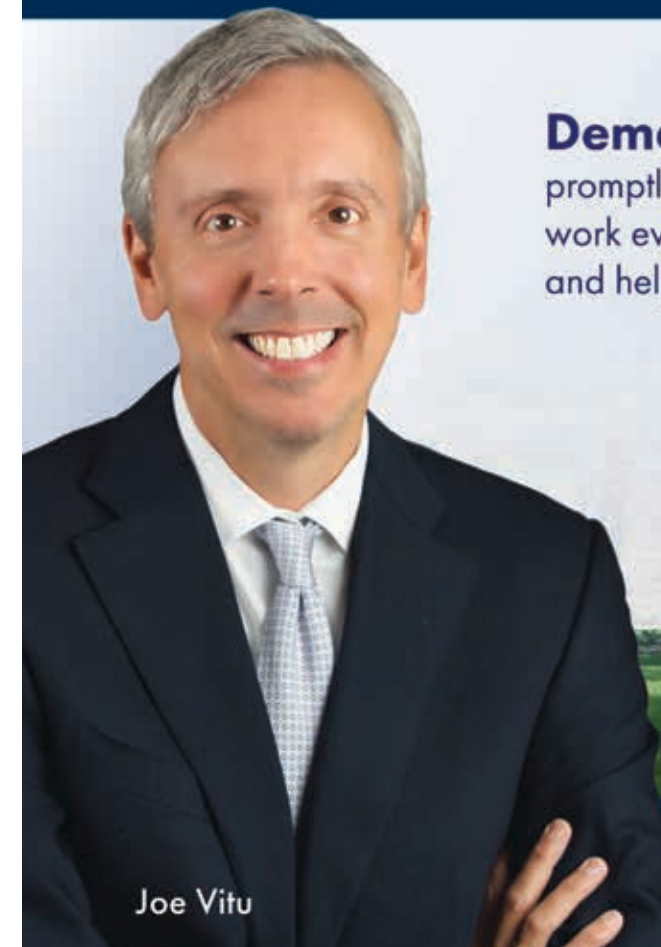
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# DEAN TUBEKIS

## A Staple in South Barrington Real Estate

For Dean Tubekis, real estate is more than a career: it is a commitment to the community of South Barrington—a legacy that started with his father, Bill LaMack, one of the first agents to work in South Barrington while it was being developed. Dean continues that legacy today as the leader of the Dean Tubekis Team, which has been ranked the top real estate team in South Barrington for many years, and in 2023, was ranked second in Coldwell Banker’s Midwest Region by volume.<sup>1</sup>

Dean grew up in South Barrington, attending Barrington schools and graduating from Barrington High School. He looked up to his father for his success, as well as his grandfather, who taught him to appreciate music and whom Dean describes as “one of the kindest, most generous men I’ve ever known.”

With a love and passion for music, Dean played guitar in a heavy metal band while attending William Rainey Harper College for a couple of years, followed by the Musician’s Institute (now the Musicians Institute College of Contemporary Music) in Hollywood, California. In the end, however, Dean decided not to pursue music as a career, setting his sights on real estate instead.

“I liked the idea that the amount of work I put into real estate would be commensurate with my compensation,” Dean explains. “I also liked



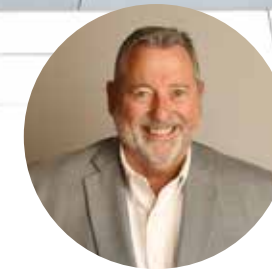
▶ cover story

By Chris Menezes  
Photos by Joe Castello

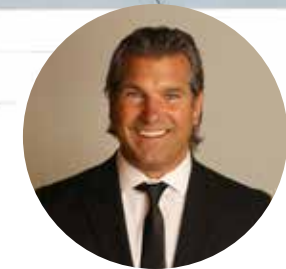


MISSING FROM TEAM PHOTO:

The Dean Tubekis Team.



Mark Bousquet  
Photo credit: Melissa Nicole Photography



Peter Perisin  
Photo credit: Melissa Nicole Photography



Diana Curmei  
Photo credit: Melissa Nicole Photography

the idea of helping people with one of the biggest decisions of their lives.”

Obtaining his license in 1995, Dean started his career under his father’s tutelage at his brokerage, Countrywood Realty (later ERA Countrywood Realty). “My father was a great mentor,” Dean recalls. “He took the time to explain what a career in real estate would entail to make sure I saw both the good and bad, so I could make a truly informed choice.”

Like many new agents, it took Dean a lot of time, perseverance, and hard work to gain traction in the business. He consistently worked the phones for leads and relied on referrals to get his footing. “My wife and I experienced some lean times at the beginning,” Dean shares. “Once I began to sell homes regularly, I was excited by the potential for growth, and eventually, the ability to put a fantastic team of agents together.”

Dean is incredibly passionate about his team today—the collaboration among everyone on the team, his ability to share his experience with the agents, and the team’s ability to serve the multi-faceted needs of their clients. The Dean Tubekis Team consists of thirteen members: two administrative/marketing professionals and eleven agents.

Culminating in a blend of diverse talents and expertise, each member of the Dean Tubekis Team brings a unique set of skills to the table. From Jackie Speckin’s meticulous transaction coordination to Peter Perisin’s comprehensive understanding of residential construction and land

development, the team covers every angle of real estate service.

With Team Sales Manager Kristin Pfad’s knowledge of investment properties and real estate law; Tricia Wood’s familiarity with equestrian properties and ability to work with commercial clients; Jennifer Haug’s empathetic client relations and knack for marketing and event planning; and the multilingual capabilities of agents like Lorena Cardenas, Ariana Contreras Gonzalez, Diana Curmei, and Olesea McConnell ensure that no client need is beyond their collective expertise, whether they speak English, Spanish, Italian, Romanian, or Russian.

In addition, Prince Koikkara's dedication to excellence, and Mark Bousquet's "the client is everything" philosophy along with his over twenty years in the industry and love of working with seniors, ensure no stone is left unturned for their clients. Finally, Marketing Coordinator Samantha Tubekis (Dean's wife) brings over fifteen years of marketing and public relations experience to the team, producing brochures, direct mail, a monthly newsletter, and a host of other marketing endeavors. The team's synergy not only enhances their service delivery but also fosters an environment of growth and learning for everyone.

What really sets Dean and his team apart, however, is their profound connection to the Barrington community and their clients. For Dean, real estate is not just about transactions, it's about relationships, understanding client needs, and being there for them through every life stage. This ethos is reflected in the team's work culture and their interactions with clients. All of these things have placed the Dean Tubekis Team in the top fifty Coldwell Banker teams in the US by volume.<sup>2</sup>

Looking ahead, Dean envisions continued growth, as well as adding motivated agents with a zeal for real estate and a penchant for surpassing client expectations to the team. The goal is not just to expand in numbers, but to also enhance the quality and range of services they offer, ensuring that every client interaction is marked by professionalism, empathy, and unparalleled support.

"We would love to grow our team with agents who are a good fit," Dean stresses. "We want agents who will work well within the systems we have developed, are serious about growing their careers, and will go above and beyond for clients. I also want agents who can provide encouragement and support to others on the team for their mutual growth."

"The team dynamic we have created allows agents access to daily coaching and mentoring," he adds. "Some have become top producers due to their own hard work and the collaborative nature of the team, which I am very proud of."

When Dean isn't working, he and Samantha enjoy spending time with their two adult children, Alex and Deanna, when they can. Dean still enjoys playing guitar (he was in a Kiss cover band for a while), riding his bike, reading, hiking, and watching a good TV show or movie at home.



Dean and the team extend their heartfelt gratitude to clients Nancy & Joseph Auriemma for graciously allowing them to use their stunning home (built by Dean Snow Fine Homes) for the photo shoot.

**“We would love to grow our team with agents who are a good fit...”**

At the end of the day, success for Dean is about feeling proud of the life he has created and knowing he's on the right path with work, family, and friends by always creating a positive impact on others.

With that intention, Dean offers the following advice to newer agents: "Focus on your clients and on providing the best service possible, not on whether or not you are getting paid. By doing so, you'll gain momentum and success will come." Dean is certainly proof of that.

<sup>1</sup> 2023 Coldwell Banker internal ranking report, "Large Team GCI by State and Region." The Dean Tubekis Team: #2.

<sup>2</sup> 2023 Coldwell Banker internal ranking report, "Large Team National AGCI." The Dean Tubekis Team: #48.



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By Travis Heberling

The 2 things  
you need to  
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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.

**02. Educate**

Not everyone logs into social media for a laugh. Sometimes they want to learn something. Be a thought leader in your industry by providing knowledge that your potential client is looking for. Provide them with anywhere-anytime learning.



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▶ on the rise

By Chris Menezes  
Photos by Joseph Castello

# WENZKE



## RELOCATING LIKE A BOSS

For Ali Wenzke, becoming a REALTOR® was just another step in her mission to help people through the challenges of moving, a mission that began long before she obtained her license in 2021.

Having moved ten times in eleven years, Ali developed a passion for sharing her knowledge and experience on everything moving related—from decluttering to home staging to the logistics of moving. She even started a blog and wrote a book called *The Art of Happy Moving: How to Declutter, Pack, and Start Over While Maintaining Your Sanity and Finding Happiness*.

“We had moving down to a science,” Ali explains. “What I realized, though, is the emotional side of moving was often ignored. I know what it’s like to uproot your life and start all over in a new city. As a REALTOR®, I love being there for my clients through the process of buying or selling a house, and then later, as they become part of their new community.”

While becoming a REALTOR® seemed like the next logical step in Ali’s mission, her career path was anything but linear. Born and raised in Miami, Florida, Ali looked up to her grandmother for her endless kindness and

optimism, even in the face of deteriorating health. Helping others was always at the root of Ali’s aspirations.



Ali with her book she wrote called *The Art of Happy Moving: How to Declutter, Pack, and Start Over While Maintaining Your Sanity and Finding Happiness*.

After graduating from Harvard College, Ali and her husband, Dan, set out on their ten-year journey, traveling across the country and throughout several different states. Ali graduated from Stanford Law School and was a stay-at-home mom before writing her book. She spent several years sharing her knowledge about moving before obtaining her license and starting a career in real estate. “I decided I wanted to help people on a one-on-one basis, and now as a REALTOR®, I am there every step of the way,” Ali shares.

While Ali knew how to help people through their move and be there for them, running her own business introduced a host of new challenges. Fortunately, Ali loves to challenge herself. One challenge she faced was pushing herself to be on camera for social media, which Ali feels is an important part of this business. “When I first started on camera, it felt daunting and embarrassing and I did not want to do it,” Ali shares. “But the more I did it, the easier it became.” Ali now finds that she connects with many potential clients through social media and her videos, and she even enjoys the video-making process.



I LOVE BEING THERE FOR MY CLIENTS THROUGH THE PROCESS OF BUYING OR SELLING A HOUSE, AND THEN LATER, AS THEY BECOME PART OF THEIR NEW COMMUNITY.”

go to learn about volunteer opportunities with nonprofits. These fairs even led to a bi-monthly nonprofit coffee event at the Woman’s Club of Wilmette, where people from various community organizations come together and learn from one another.



Ali with her family.

Outside of real estate and volunteer work, Ali’s favorite thing to do is to go to Gillson Beach and walk along Lake Michigan. She also enjoys reading next to a cozy fire, watching stand-up comedy with her husband, having game nights with friends, and eating chocolate chip cookies with her three teenagers.

At the end of the day, Ali’s goal is to leave the world a little better off than how she found it. “When I look back at my life, I hope I’ve spread kindness and love and that I’ve made a positive impact on the people around me,” Ali shares. “Life is all about the people, and that’s why my family, friends, and community are so important to me.”

As Ali continues helping people one-to-one through all the challenges of buying and selling homes and relocating, there is no doubt she will continue to leave a positive impact on the lives of many.

around the country, and I think the level of community we have here on the North Shore is unparalleled.”

Ali has a deep passion for her community. She supports several local nonprofit organizations, creating awareness for them with social media shout-outs and by hosting activity fairs in Wilmette, where residents can

As an agent with Compass today, Ali is enthusiastic about bringing people together. Whether she’s hosting client events or community events, she loves connecting people who have common interests. “Our business isn’t just about finding homes for individuals and families,” Ali emphasizes. “It’s about helping them find a community and that sense of belonging. I’ve lived in many places

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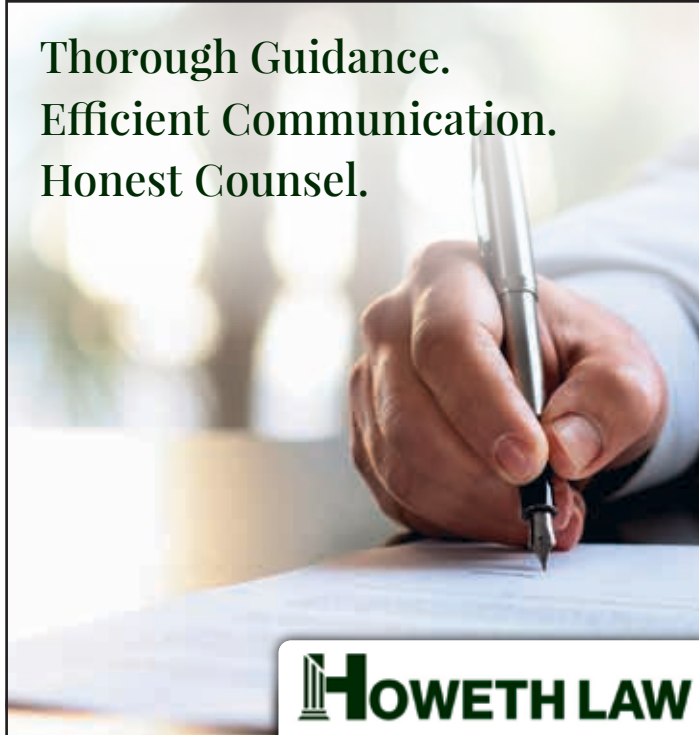
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Thank you to everyone who attended the spring Real Producers event, where we brought together all three Chicagoland Real Producers publications for an unforgettable experience!

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	Jane	Lee	38.5	\$22,465,763	40	\$21,703,017	78.5	\$44,168,780
2	Anita	Olsen	98	\$36,582,650	0	\$0	98	\$36,582,650
3	Jena	Radnay	7	\$20,803,900	2	\$4,935,000	9	\$25,738,900
4	Paige	Dooley	5.5	\$17,414,000	5.5	\$8,020,000	11	\$25,434,000
5	John	Morrison	13	\$13,990,500	10	\$8,717,500	23	\$22,708,000
6	Dawn	Mckenna	3	\$8,830,000	6.5	\$12,598,000	9.5	\$21,428,000
7	Kim	Alden	9	\$4,852,500	40.5	\$14,889,500	49.5	\$19,742,000
8	Cory	Green	5	\$3,039,000	17	\$14,339,000	22	\$17,378,000
9	Connie	Dornan	15	\$9,984,750	6.5	\$7,123,750	21.5	\$17,108,500
10	Sarah	Leonard	23	\$9,282,550	17	\$6,054,240	40	\$15,336,790
11	Maria	Delboccio	9	\$6,387,750	20	\$8,848,600	29	\$15,236,350
12	Jeff	Ohm	5	\$6,759,898	5	\$8,369,898	10	\$15,129,796
13	Nicholas	Solano	26	\$15,101,222	0	\$0	26	\$15,101,222
14	Andra	O'Neill	5	\$4,888,750	4	\$10,030,000	9	\$14,918,750
15	Anne	Dubray	8	\$8,564,500	7	\$6,315,000	15	\$14,879,500
16	Leslie	Mcdonnell	18	\$8,011,500	12	\$6,158,500	30	\$14,170,000
17	Craig	Fallico	20.5	\$9,954,500	7	\$3,956,000	27.5	\$13,910,500
18	Jim	Starwalt	19	\$5,212,500	26	\$8,527,975	45	\$13,740,475
19	Sarah	Toso	23	\$13,525,101	0	\$0	23	\$13,525,101
20	Jennifer	Olson Jones	24	\$13,489,563	0	\$0	24	\$13,489,563
21	Holly	Connors	15	\$7,528,500	10	\$4,827,500	25	\$12,356,000
22	Brandy	Isaac	7	\$11,092,000	1	\$1,240,000	8	\$12,332,000
23	Marlene	Rubenstein	2	\$1,024,900	7	\$10,471,700	9	\$11,496,600
24	Lisa	Trace	3.5	\$5,057,500	4	\$6,200,000	7.5	\$11,257,500
25	Katharine	Hackett	1	\$1,103,000	6	\$10,085,000	7	\$11,188,000
26	Beth	Wexler	6.5	\$7,616,250	2	\$2,900,000	8.5	\$10,516,250
27	Kelly	Malina	23	\$10,038,845	1	\$430,000	24	\$10,468,845
28	Matthew	Messel	5	\$2,731,500	18.5	\$7,640,400	23.5	\$10,371,900
29	Lisa	Wolf	15.5	\$7,624,000	7	\$2,279,212	22.5	\$9,903,212
30	Jamie	Hering	15	\$4,828,500	13	\$4,786,901	28	\$9,615,401
31	Cheryl	Bonk	20.5	\$9,448,045	0	\$0	20.5	\$9,448,045
32	Linda	Little	20.5	\$9,448,045	0	\$0	20.5	\$9,448,045
33	Ted	Pickus	3.5	\$3,417,000	4.5	\$5,911,500	8	\$9,328,500
34	Shaun	Raugstad	5	\$4,706,200	5	\$4,480,000	10	\$9,186,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Laura	Fitzpatrick	2	\$4,752,500	4	\$4,377,000	6	\$9,129,500
36	Mary	Grant	3	\$4,248,171	4	\$4,845,500	7	\$9,093,671
37	Missy	Jerfita	6	\$4,294,225	7	\$4,690,500	13	\$8,984,725
38	Robbie	Morrison	10	\$5,955,000	4	\$2,757,298	14	\$8,712,298
39	Dominick	Clarizio	1.5	\$1,948,750	6	\$6,613,222	7.5	\$8,561,972
40	Benjamin	Hickman	8	\$2,250,900	16	\$6,288,300	24	\$8,539,200
41	Michael	Thomas	4.5	\$1,421,750	8	\$7,095,000	12.5	\$8,516,750
42	Pam	Macpherson	3	\$4,387,400	4	\$3,835,000	7	\$8,222,400
43	Mona	Hellinga	1	\$4,450,000	1	\$3,200,000	2	\$7,650,000
44	Deborah	Hepburn	3.5	\$2,963,500	5	\$4,671,400	8.5	\$7,634,900
45	Jacqueline	Lotzof	3	\$1,724,500	6	\$5,865,000	9	\$7,589,500
46	Cathy	Oberbroeckling	12	\$6,505,145	3	\$1,034,290	15	\$7,539,435
47	James	Ziltz	15	\$7,513,390	0	\$0	15	\$7,513,390
48	Julie	Fleetwood	2	\$801,500	2	\$6,520,000	4	\$7,321,500
49	Diana	Matichyn	9.5	\$4,652,900	7	\$2,595,450	16.5	\$7,248,350
50	Mary	Summerville	5.5	\$2,331,500	10	\$4,866,700	15.5	\$7,198,200

**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.

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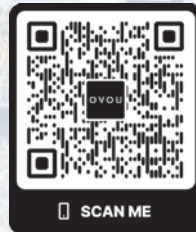
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Teams and individuals from January 1, 2024 to April 30, 2024

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51	Kimberly	Shortsle	2	\$3,417,500	4.5	\$3,774,250	6.5	\$7,191,750
52	Robert	Picciariello	17	\$7,149,000	0	\$0	17	\$7,149,000
53	Dean	Tubekis	5.5	\$2,385,000	11.5	\$4,668,180	17	\$7,053,180
54	Kate	Fanselow	4.5	\$2,551,000	9	\$4,351,500	13.5	\$6,902,500
55	Lori	Baker	3.5	\$5,211,750	2	\$1,640,000	5.5	\$6,851,750
56	Julie	Schultz	4	\$3,542,817	5	\$3,163,500	9	\$6,706,317
57	Samantha	Trace	3.5	\$5,057,500	1	\$1,550,000	4.5	\$6,607,500
58	John	Barry	3	\$3,955,270	2	\$2,605,270	5	\$6,560,540
59	Leslie	Maguire	3	\$3,960,000	1	\$2,600,000	4	\$6,560,000
60	Samantha	Kalamaras	9	\$4,815,500	3	\$1,731,091	12	\$6,546,591
61	Jodi	Cinq-Mars	11.5	\$3,592,800	9	\$2,941,000	20.5	\$6,533,800
62	David	Schwabe	10.5	\$4,457,800	6.5	\$2,070,000	17	\$6,527,800
63	Susan	Maman	3	\$6,482,500	0	\$0	3	\$6,482,500
64	Jackie	Mack	8	\$4,257,620	3	\$2,218,000	11	\$6,475,620
65	Joanne	Hudson	2.5	\$3,717,500	2	\$2,660,000	4.5	\$6,377,500
66	Rutul	Parekh	4	\$668,900	17	\$5,707,650	21	\$6,376,550
67	Janet	Borden	7.5	\$4,657,000	2	\$1,718,500	9.5	\$6,375,500
68	Tyler	Lewke	6.5	\$2,778,000	7	\$3,522,400	13.5	\$6,300,400
69	Esther	Zamudio	7.5	\$1,904,900	15.5	\$4,382,300	23	\$6,287,200
70	Pat	Kalamatas	9	\$4,546,439	4	\$1,668,945	13	\$6,215,384
71	Joe Tyler	Gerber	4.5	\$2,504,500	3	\$3,530,000	7.5	\$6,034,500
72	Danny	McGovern	4	\$2,502,500	4	\$3,489,000	8	\$5,991,500
73	Grace	Sergio	1.5	\$5,411,200	1	\$550,000	2.5	\$5,961,200
74	Anne	Hardy	7	\$5,889,500	0	\$0	7	\$5,889,500
75	Emily	Smart Lemire	1.5	\$1,977,500	1.5	\$3,900,000	3	\$5,877,500
76	Alissa	McNicholas	3.5	\$5,211,750	1	\$645,000	4.5	\$5,856,750
77	Cory	Albiani	4.5	\$3,661,500	3	\$2,130,000	7.5	\$5,791,500
78	Connie	Antoniou	6	\$4,716,500	2	\$1,030,000	8	\$5,746,500
79	Oskar	Wiatr	1	\$2,900,000	8	\$2,778,000	9	\$5,678,000
80	Andrew	Mrowiec	2.5	\$3,117,975	3	\$2,535,000	5.5	\$5,652,975
81	Christopher	Paul	9	\$3,865,100	4	\$1,785,500	13	\$5,650,600
82	Ashley	Kain Spector	2	\$4,480,000	1	\$1,125,000	3	\$5,605,000
83	Meredith	Schreiber	2	\$1,504,875	6	\$4,015,500	8	\$5,520,375
84	Geoff	Brown	2.5	\$2,312,900	4	\$3,200,000	6.5	\$5,512,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Beth	Alberts	5	\$3,857,500	2	\$1,580,350	7	\$5,437,850
86	Abhijit	Leekha	4	\$1,699,500	8	\$3,667,711	12	\$5,367,211
87	Trisha	Kannon	1	\$2,575,000	2	\$2,785,000	3	\$5,360,000
88	Sam	Shaffer	0	\$0	2	\$5,333,400	2	\$5,333,400
89	Lindsey	Kaplan	3	\$1,414,000	8	\$3,919,000	11	\$5,333,000
90	Judy	Greenberg	3	\$2,023,000	3.5	\$3,243,115	6.5	\$5,266,115
91	Corey	Barker	6	\$2,044,699	8	\$3,205,000	14	\$5,249,699
92	Joey	Gault	4	\$5,228,750	0	\$0	4	\$5,228,750
93	Amy	Diamond	9	\$3,509,600	4	\$1,659,900	13	\$5,169,500
94	Joan	Couris	12	\$4,161,450	4	\$964,500	16	\$5,125,950
95	Sally	Mabadi	4	\$5,106,500	0	\$0	4	\$5,106,500
96	Elizabeth	Wieneke	3	\$5,098,500	0	\$0	3	\$5,098,500
97	Judy Ann	Bruce	6	\$3,805,000	4	\$1,285,000	10	\$5,090,000
98	Sara	Sogol	10	\$3,830,000	4	\$1,256,500	14	\$5,086,500
99	Ann	Lyon	3.5	\$4,052,500	2	\$1,025,000	5.5	\$5,077,500
100	Michelle	Hasten	0	\$0	1	\$5,065,000	1	\$5,065,000

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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	Lital	Avnet	2.5	\$3,322,000	2	\$1,735,000	4.5	\$5,057,000
102	Allison	Silver	5.5	\$3,955,000	1	\$953,000	6.5	\$4,908,000
103	Gina	Shad	4	\$3,431,900	3	\$1,475,000	7	\$4,906,900
104	Susan	Teper	1	\$1,800,000	2	\$3,100,000	3	\$4,900,000
105	Jesus	Perez	8	\$1,951,500	12	\$2,843,008	20	\$4,794,508
106	Cristina	Panagopoulos	4	\$1,895,000	6	\$2,898,400	10	\$4,793,400
107	Lynda	Sanchez-Werner	15.5	\$4,792,400	0	\$0	15.5	\$4,792,400
108	Christopher	Lobrillo	15.5	\$4,792,400	0	\$0	15.5	\$4,792,400
109	Renee	Clark	3	\$2,254,750	4	\$2,501,000	7	\$4,755,750
110	Marina	Carney	2.5	\$3,117,975	1	\$1,625,000	3.5	\$4,742,975
111	Kathryn	Mangel	2	\$2,894,600	2	\$1,825,000	4	\$4,719,600
112	Nancy	Gibson	3	\$3,001,995	2	\$1,715,555	5	\$4,717,550
113	Greg	Klemstein	13	\$3,905,731	2	\$790,000	15	\$4,695,731
114	Sue	Hall	4	\$3,349,800	3	\$1,324,900	7	\$4,674,700
115	Sherri	Esenberg	4	\$1,786,500	6	\$2,882,024	10	\$4,668,524
116	Mohammed	Iftikhar	5	\$3,348,999	2	\$1,281,500	7	\$4,630,499
117	Sara	Brahm	0	\$0	2	\$4,620,000	2	\$4,620,000
118	Katie	Hauser	0.5	\$870,000	3	\$3,641,514	3.5	\$4,511,514
119	Connie	Barhorst	7	\$3,000,300	4	\$1,492,000	11	\$4,492,300
120	Dawn	Bremer	8	\$2,532,556	6	\$1,938,600	14	\$4,471,156
121	Sohail	Salahuddin	8	\$2,938,400	4	\$1,508,750	12	\$4,447,150
122	Melissa	Siegal	2	\$1,835,000	4	\$2,594,500	6	\$4,429,500
123	Amy	Zern	0	\$0	1	\$4,400,000	1	\$4,400,000
124	Vaseekaran	Janarthanam	2	\$724,902	10	\$3,668,000	12	\$4,392,902
125	Ryan	Cherney	9	\$4,387,500	0	\$0	9	\$4,387,500
126	Daniel	Timm	6	\$3,371,500	1	\$965,000	7	\$4,336,500
127	Elise	Dayan	2	\$1,251,500	2.5	\$3,062,500	4.5	\$4,314,000
128	Kate	Huff	2	\$1,460,000	3	\$2,829,500	5	\$4,289,500
129	Jackie	Lynch	4	\$2,140,000	2	\$2,035,000	6	\$4,175,000
130	Shaunna	Burhop	8	\$3,291,500	2	\$879,995	10	\$4,171,495
131	Brady	Andersen	1.5	\$2,607,500	2	\$1,490,000	3.5	\$4,097,500
132	Elise	Rinaldi	1	\$1,200,500	2	\$2,896,000	3	\$4,096,500
133	Taira	Doherty	0	\$0	1	\$4,087,500	1	\$4,087,500
134	Debbie	Glickman	1	\$640,000	5	\$3,399,299	6	\$4,039,299

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	C Bryce	Fuller	6	\$3,079,000	3	\$950,600	9	\$4,029,600
136	Connie	Hoos	6.5	\$2,384,100	4	\$1,635,000	10.5	\$4,019,100
137	Misael	Chacon	7	\$3,556,500	1	\$435,000	8	\$3,991,500
138	Vikram	Sagar	3	\$2,215,000	4	\$1,764,900	7	\$3,979,900
139	Frank	Capitanini	0	\$0	6	\$3,975,111	6	\$3,975,111
140	Janice	Hazlett	1	\$332,000	3	\$3,638,620	4	\$3,970,620
141	David	Yocum	3	\$1,337,500	5	\$2,620,000	8	\$3,957,500
142	Houda	Chedid	2	\$2,950,000	1	\$999,900	3	\$3,949,900
143	Kevin	Kaplan	2	\$2,239,000	1	\$1,704,000	3	\$3,943,000
144	Justin	Greenberg	2.5	\$2,915,850	2	\$1,025,000	4.5	\$3,940,850
145	Vincent	Romano	7.5	\$3,389,000	1	\$535,000	8.5	\$3,924,000
146	Ralph	Milito	5	\$3,135,500	2	\$787,500	7	\$3,923,000
147	Juliet	Towne	3	\$2,510,000	4	\$1,397,900	7	\$3,907,900
148	Amy	Philpott	3.5	\$2,212,500	3	\$1,690,000	6.5	\$3,902,500
149	Michael	Herrick	6	\$2,792,000	2	\$1,106,000	8	\$3,898,000
150	C. Steven	Weirich	3	\$1,775,000	3	\$2,092,500	6	\$3,867,500

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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 \$
151	Richard	Richker	0	\$0	3	\$3,850,000	3	\$3,850,000
152	Shay	Hata	0.5	\$337,500	3	\$3,497,500	3.5	\$3,835,000
153	Prentiss	Grant	8	\$2,029,400	8	\$1,791,900	16	\$3,821,300
154	Honore	Fru mentino	2	\$1,232,450	4	\$2,580,000	6	\$3,812,450
155	Caroline	Starr	4.5	\$1,730,700	3.5	\$2,076,000	8	\$3,806,700
156	Carleigh Mia	Goldsberry	1.5	\$2,417,500	1.5	\$1,379,250	3	\$3,796,750
157	Kimberly	Schmidt	5	\$2,523,000	2	\$1,265,000	7	\$3,788,000
158	Katie	Bishop	0	\$0	3	\$3,784,000	3	\$3,784,000
159	Lynn	Romanek-Holstein	4	\$3,780,000	0	\$0	4	\$3,780,000
160	Timothy	Lydon	3	\$1,763,500	3	\$1,997,000	6	\$3,760,500
161	Terrance	Muse	6	\$1,450,600	10	\$2,305,900	16	\$3,756,500
162	Sheila	Doyle	4	\$1,880,000	3	\$1,814,490	7	\$3,694,490
163	Karen	Arenson	2	\$3,693,900	0	\$0	2	\$3,693,900
164	Jodi	Taub	3.5	\$2,526,000	2	\$1,167,000	5.5	\$3,693,000
165	Kelly	Janowiak	6.5	\$3,099,900	1	\$575,000	7.5	\$3,674,900
166	David	Leigh	7	\$2,926,000	2	\$718,810	9	\$3,644,810
167	Yevhen	Hurtovyi	0	\$0	15	\$3,636,510	15	\$3,636,510
168	Nevin	Nelson	0	\$0	7	\$3,631,000	7	\$3,631,000
169	Lauren	Mitrick Wood	0.5	\$1,150,000	1.5	\$2,475,000	2	\$3,625,000
170	Yuriy	Nydza	1	\$509,000	8	\$3,063,900	9	\$3,572,900
171	Samuel	Lubeck	2	\$858,000	3.5	\$2,710,000	5.5	\$3,568,000
172	Andee	Hausman	2.5	\$773,000	6.5	\$2,794,390	9	\$3,567,390
173	Peter	Gialamas	6	\$2,004,000	5	\$1,550,000	11	\$3,554,000
174	Renata	Zelinskaya	3	\$2,313,000	3	\$1,237,500	6	\$3,550,500
175	Jen	Ortman	4	\$1,705,568	5	\$1,830,000	9	\$3,535,568
176	Steve	Mcewen	2.5	\$1,544,000	4	\$1,980,000	6.5	\$3,524,000
177	Alex	Entratter	0	\$0	1	\$3,520,000	1	\$3,520,000
178	Nathan	Freeborn	2	\$1,203,000	5	\$2,302,200	7	\$3,505,200
179	John	Herman	6	\$2,505,400	2	\$999,732	8	\$3,505,132
180	Sara	Mitchell	6	\$2,425,600	3	\$1,076,990	9	\$3,502,590
181	Carrie	Tarzon	1.5	\$2,498,000	2	\$999,900	3.5	\$3,497,900
182	Ashlee	Fox	2	\$955,000	3	\$2,540,000	5	\$3,495,000
183	Vittoria	Logli	1.5	\$860,000	3	\$2,621,500	4.5	\$3,481,500
184	Cherie	Smith Zurek	8	\$2,964,900	1	\$510,000	9	\$3,474,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Sheryl	Graff	3	\$3,430,500	0	\$0	3	\$3,430,500
186	Alan	Berlow	5	\$2,835,000	1	\$589,000	6	\$3,424,000
187	David	Korkoian	3.5	\$1,283,000	4	\$2,140,000	7.5	\$3,423,000
188	Nancy	Adelman	1	\$2,322,222	1	\$1,100,000	2	\$3,422,222
189	Gregorio	Cirone	6.5	\$2,347,000	3	\$1,074,900	9.5	\$3,421,900
190	Lori	Progar	5	\$2,731,000	1	\$690,000	6	\$3,421,000
191	Anita	Willms	6	\$1,954,000	3	\$1,464,007	9	\$3,418,007
192	Jacqueline	Harding	1	\$305,000	2	\$3,105,000	3	\$3,410,000
193	Heidi	Seagren	2	\$805,000	6	\$2,602,500	8	\$3,407,500
194	Bari	Levine	1	\$2,600,000	1	\$805,000	2	\$3,405,000
195	Lisa	Rome	1	\$355,000	4	\$3,044,000	5	\$3,399,000
196	David	Jaffe	3	\$1,321,000	5	\$2,072,500	8	\$3,393,500
197	Lisa	Schulkin	2.5	\$2,750,000	0.5	\$637,500	3	\$3,387,500
198	Sunny Seon	Kim	5	\$1,943,000	4	\$1,433,900	9	\$3,376,900
199	Cha	Mcdaniel	1	\$1,140,000	2	\$2,222,500	3	\$3,362,500
200	Matthew	Lysien	4.5	\$1,195,500	7	\$2,166,000	11.5	\$3,361,500

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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	Tetiana	Konenko	1	\$398,500	11	\$2,952,500	12	\$3,351,000
202	Natalie	Moore	3	\$1,825,000	3	\$1,520,500	6	\$3,345,500
203	Anne Marie	Murdoch	1	\$660,000	3	\$2,685,000	4	\$3,345,000
204	Kati	Spaniak	1.5	\$2,517,800	1.5	\$817,500	3	\$3,335,300
205	Kelly	Baysinger	2.5	\$1,093,250	6	\$2,241,000	8.5	\$3,334,250
206	Robert	Wisdom	6.5	\$2,141,200	4	\$1,173,250	10.5	\$3,314,450
207	Randall	Brush	6	\$2,157,500	3	\$1,156,100	9	\$3,313,600
208	Vijay	Ghuge	0	\$0	7	\$3,312,000	7	\$3,312,000
209	Marla	Schneider	3	\$1,901,000	2	\$1,399,000	5	\$3,300,000
210	Darren	Allen	0.5	\$115,000	5.5	\$3,182,500	6	\$3,297,500
211	Janine	Sasso	6	\$2,682,000	1	\$615,000	7	\$3,297,000
212	Grigory	Pekarsky	1.5	\$1,751,000	4	\$1,535,000	5.5	\$3,286,000
213	Vanessa	Carlson	5	\$3,259,000	0	\$0	5	\$3,259,000
214	Tara	Kelleher	2.5	\$1,271,500	4	\$1,986,500	6.5	\$3,258,000
215	Francie	Pinkwater	1	\$820,000	2	\$2,429,900	3	\$3,249,900
216	Hakan	Sahsivar	0	\$0	7	\$3,211,511	7	\$3,211,511
217	Julie	Jensen	1	\$526,000	5	\$2,680,000	6	\$3,206,000
218	Ashley	Arzer	2	\$951,250	4	\$2,251,000	6	\$3,202,250
219	Susan	Carey	0	\$0	1	\$3,200,000	1	\$3,200,000
220	Scott	Berg	1	\$3,200,000	0	\$0	1	\$3,200,000
221	Tim	Stassi	1	\$750,000	1	\$2,449,000	2	\$3,199,000
222	Marco	Amidei	6.5	\$2,466,700	2	\$732,000	8.5	\$3,198,700
223	Brett	Larson	4	\$2,115,369	3	\$1,081,355	7	\$3,196,724
224	Dan	Kieres	3	\$1,105,000	4	\$2,080,500	7	\$3,185,500
225	Chris	Veech	1	\$133,500	4	\$3,047,400	5	\$3,180,900
226	Julia	Alexander	1	\$415,000	7	\$2,750,000	8	\$3,165,000
227	Matt	Steiger	3	\$2,069,000	2	\$1,085,000	5	\$3,154,000
228	Lori	Rowe	3.5	\$1,625,000	2.5	\$1,528,000	6	\$3,153,000
229	Carol	Hunt	3	\$3,150,500	0	\$0	3	\$3,150,500
230	Vasi	Koufis	4	\$1,652,501	4	\$1,492,000	8	\$3,144,501
231	Edie	Love	0	\$0	2	\$3,110,000	2	\$3,110,000
232	Katie	Keating	0.5	\$697,500	2	\$2,399,000	2.5	\$3,096,500
233	Carrie	Ramljak	4	\$1,759,500	3	\$1,331,000	7	\$3,090,500
234	Michelle	Parnell	1	\$960,000	3	\$2,105,000	4	\$3,065,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Kieron	Quane	1	\$140,001	2	\$2,924,000	3	\$3,064,001
236	Kimberly	Meixner	1	\$1,050,000	3	\$2,002,000	4	\$3,052,000
237	Rajasekhar	Potluri	2	\$876,500	4	\$2,167,401	6	\$3,043,901
238	Mary	Hoffman	8	\$3,020,665	0	\$0	8	\$3,020,665
239	Brian	Ban	2	\$605,250	6	\$2,415,000	8	\$3,020,250
240	Cyndy	Hass	2	\$975,900	3	\$2,027,500	5	\$3,003,400
241	Judy	Gibbons	2.5	\$1,131,000	2	\$1,871,950	4.5	\$3,002,950
242	Rebekah	Wipperfurth	2	\$332,000	6	\$2,666,250	8	\$2,998,250
243	Ila	Coretti	2	\$1,495,350	1	\$1,500,000	3	\$2,995,350
244	Melanie	Parsons	3	\$2,000,000	1.5	\$985,000	4.5	\$2,985,000
245	Anam	Hargey	2	\$912,000	3.5	\$2,072,500	5.5	\$2,984,500
246	Nancy	Keogh	6	\$2,420,600	2	\$555,000	8	\$2,975,600
247	Rita	Baba	1	\$444,000	6	\$2,524,000	7	\$2,968,000
248	Nancy	Karp	4	\$2,957,700	0	\$0	4	\$2,957,700
249	Caroline	Gau	2	\$1,155,000	2	\$1,774,000	4	\$2,929,000
250	Frank	Denovi	7	\$2,927,500	0	\$0	7	\$2,927,500

**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.

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