



# CHICAGO BUILDING INSPECTIONS



# ATTENTION SNOWBIRDSII

We are proud to announce our new company Southern Florida Building Inspections LLC is live and operating in Palm Beach and Southern Florida! If you're in the market or know anyone who is, we'd love to give the same great service you expect from us. Take a look at 561inspect.com

As always, we'll be here for your Chicago inspection, radon and construction progress needs.



"CBI is my go-to inspection company. As a realtor, I've had many clients use their services and just used them myself for a personal purchase. Their team is thorough and efficient, and I trust them for all my inspection needs!" Dec 2023

inspectingchicago.com | 312.INSPECT | info@inspectingchicago.com | ♠◎☑ ▷ in







Also performing radon testing via Chicago Radon Testing, Inc., a CBI Company.

- Graham & Brown | Viridis

www.havenhomestager.com | 312.380.1276 | info@havenhomestager.com

# TABLE OF CONTENTS





Mark Bucknei



Frank Group



Kimber Galvin and Drew Wester-



Rewind: Ben Lalez



Amanda Hines



40 Agent Feature: Jason Jonathon Spradling



46 Winter Event hotos



56



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

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

#### MEET THE CHICAGO REAL PRODUCERS TEAM







**Emily Burton** Director of Partner Success and Editorial Content



Melissa Lopez Operations and Content Specialist



Antonio Delao Account Executive of Relationships



**Christine Thom** Managing Editor



Katie Cremean Ad Strategist





Caleb Pickman Photographer



Sonya Martin Photographer







**Chris Menezes** Writer



**Blair Piell** Events Coordinator



Travis Heberling Videographer

front door

Close with the peace of mind and communication your clients deserve.



**Justin Strane** 

Whether buying or selling a home, commercial real estate or negotiating a new business lease, we provide the quality and affordably priced representation needed to close your deal fast.

Confact Justin

(312) 262-3636 • justin@frontdoorlegal.com • 2502 N. Clark St., Ste. 236, Chicago, IL 60614







# 

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

#### **ACCOUNTING - CPA**

Manning Silverman & Co. (847) 459-8850

ManningSilverman.com

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

#### **APPRAISAL SERVICES**

Appraisal Solutions Group (773) 236-8020

#### **ATTORNEY**

Alfred S. Dynia & Associates, LLC (773) 427-1900 DyniaLaw.com

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

Cervantes Chatt & Prince P.C. (312) 606-9529 CCPChicago.com

Forde and O'Meara LLP Lisa J. Saul, Esq. (847) 910-2317 fordellp.com

Front Door Legal Justin Strane (312) 638-0871 FrontDoorLegal.com

JMC Law Group Jason M. Chmielewski (312) 332-5020 imclawgroup.com

Law Offices of Katrina M. Barnett, PC (312) 725-0085 KMBarnettLaw.com

LoftusLaw, LLC (773) 632-8330 Loftus-Law.com

Mazek Law Group, LLC (773) 800-0141 MazekLaw.com

Michael H. Wasserman, PC (312) 726-1512 x102

MHWasserman.com

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

> Ryan Group Law Group Ltd. (630) 330-4017 DSRyanLaw.com

Shane E. Mowery, Attorney at Law (773) 279-9900 MoweryLaw.com

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

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

#### **CLIENT AND**

**REFERRAL GIFTS** Cutco Closing Gifts Cut Above Gifts (312) 899-6085

CutAboveGifts.com

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

#### **EVENT PLANNING**

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

#### **FENCING**

BeSpoke Fencing (312) 600-3690 BeSpokeFence.com

#### **FINANCIAL ADVISOR**

Morgan Lougee Financial Planning (312) 368-3717 WestPointFinancial Group.com/Associates/ Morgan-Lougee

Ion Dickinson (847) 969-2585 Jonathan-Dickinson.com

Northwestern Mutual

#### **HEALTH AND WELLNESS**

Sunny Biggy Fitness (219) 851-0170 SunnyBiggyFitness.com

#### **HOME INSPECTION**

911 Home Inspections (773) 870-3383

Chicago Building Inspections 312-INSPECT InspectingChicago.com

Home Advantage Inspections (312) 401-0299 HaiPro.com

> Home Inspection Geeks (773) 242-9358 HomeInspectionGeeks.com

Inspectrum (773) 929-9889 Inspectrum.com

**Keeshin Inspection Services** (773) 871-2356 KeeshinInspection.com

The HomeBuyers Hour (312) 544-9180 TheHomeInspectors.com

#### **HOME WARRANTY**

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

#### INSURANCE

Goosehead Insurance Kristine Pokrandt (708) 858-1246 Goosehead.com

State Farm Eric Bielinski (773) 775-2000 EricBielinski.com

Virtus Insurance Kyle Huppe (913) 369-4898 VirtusInsurance.com

#### **INTERIOR DESIGN**

Amhad Freeman Interiors (615) 429-1726 amhadfreeman.com

Paula Interiors (773) 738-1506 PaulaInteriors.com

#### **MASONRY & TUCKPOINTING**

AAA-1 Masonry & Tuckpointing, Inc (773) 622-7300 AAA1Masonry.com

#### **MORTGAGE / LENDER**

**BMO** Financial Group (773) 412-4250 mortgagebanker. bmoharris.com/il/ naperville/jb-222936

**Butler Group** Neighborhood Loans (773) 741-1094 ButlerGroupLoans.com

Chase Andrew Tisler (773) 469-8174 homeloan.chase.com/ andrew.d.tisler

Corby Mortgage Jeff Schneller (708) 268-5346 MortgageWith Schneller.com

CrossCountry Mortgage Alex Margulis (312) 651-5352 AlexMargulis.com

**Guaranteed Rate** Joel Schaub (773) 654-2049 rate.com/JoelSchaub

6 · March 2024 Chicago Real Producers • 7

#### **MORTGAGE / LENDER**

Guaranteed Rate Michelle Bobart (312) 379-3516 rate.com/MichelleBobart

Motto Mortgage Home Services Davina Arceneaux (844) 466-8864 x102 MottoMortgage HomeServices.com

Neo Home Loans The Schaff Group (847) 668-7877 TheSchaffGroup.com

Proper Rate (773) 435-0637 ProperRate.com/JoeBurke

United Home Loans (708) 531-8322 uhloans.com

#### **MOVING COMPANY**

H2H Movers (773) 236-8797 H2HMovers.com

#### PAINTER

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

#### PERSONAL BRANDING/ STORYTELLING

Studio Celex (708) 790-9908 StudioCelex.com

#### **PEST SOLUTIONS**

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

#### **PHOTOGRAPHY**

Realtor 360 Pro (816) 769-2256 Realtor360Pro.com

Sonya Martin Photography (847) 732-0507 SonyaMartin.com

#### PRINTING, DIRECT MAIL SERVICES

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

#### PROFESSIONAL ORGANIZING

Neat Method (319) 404-2314 NeatMethod.com

#### PROPERTY TAX MARKETING

Property Tax Fox (847) 957-3690 PropertyTaxFox.com

## REAL ESTATE PHOTOGRAPHY/ VIDEO/MATTERPORT

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

#### **REMODELER**

Arete Renovators (872) 302-4170 AreteRenovators.com Renovation Sells (773) 301-9125 Renovation Sells.com

#### **STAGING**

HAVEN Home Staging & Redesign, Inc. (312) 380-1276 HavenHomeStager.com

Signature Staging (312) 854-9515 SignatureChicago.com

#### TITLE INSURANCE

Chicago Title (312) 223-2270 ctic.com

#### **VIDEOGRAPHER**

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



## Property Tax Analysis & Marketing Services to Realtors

 $\label{thm:clients} \textit{Use property taxes to your advantage when working with clients}$ 

- Differentiate yourselves from other realtors
- Enhance your marketing services
   Offer appeal discounts to your clients
- Engage/stay in touch with old clients and new prospects Gift appeals to your clients
   Save clients money before, at, or after the transaction
  - \_\_\_\_\_
  - Residential, Commercial/Industrial, Condo Association,
     Property Tax Appeals
     Tax Analysis
     Certificate of Error & Exemption Filings
     Marketing

2720 W Dundee Rd, Unit #252, Northbrook, IL 60062 Phone: 847-208-3621 | Fax: 847-510-0777 | contact@propertytaxfox.com Service available in Cook, Lake, DuPage, and McHenry Counties





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



# YOUR CLIENTS DON'T NEED



# LUCK

WHEN YOU ARE WORKING WITH JOEL SCHAUB





#3 TEAM IN THE STATE OF ILLINOIS

WITHIN GUARANTEED RATE

12 TEAM MEMBERS

19 YEARS EXPERIENCE

19 STATE LICENSES

LENDER OF THE YEAR FINALIST 2021

\$375 MILLION

CLOSED IN LAST 24 MONTHS

7,500

FAMILIES SERVED IN CAREER

OVER

\$1 BILLION

IN CLOSED CAREER VOLUME

OVER

140

5 STAR REVIEWS

ON GOOGLE

OVER \$50,000

DONATED TO CHARITY IN 2022 over \$450,000

GIVEN BACK TO CLIENTS IN 2022

Joel Schaub, NMLS #224512; NMLS License #2611
For Licensing Information, go to www.nmlsconsumeraccess.org



773-654-2049 | JOEL@RATE.COM
3940 NORTH RAVENSWOOD | CHICAGO, IL 60613



Enjoying what one does for work is a gift. There are so many people on the planet who dread going to their job every day, who live for the weekend, and who are simply miserable because they are unfulfilled from Monday through Friday. I'm proud to be surrounded by individuals who absolutely love their profession and strive to elevate the real estate community for everyone involved.

Our winter event last month was evidence of the passion that Carrie McCormick, Matt Laricy, Jeff Lowe, Sam Shaffer, and Phil Byers possess for the industry. I enjoyed listening to the respect that each of them had for one another and their craft. I'm grateful that the *Chicago Real Producers* platform has the ability to strategically bring people together consistently

throughout the year for the purpose of connecting in a synergistic way. Enjoy the event photos on page 46!

Andy Burton
Publisher
andy.burton@RealProducersMag.com



@ChicagoRealProducers

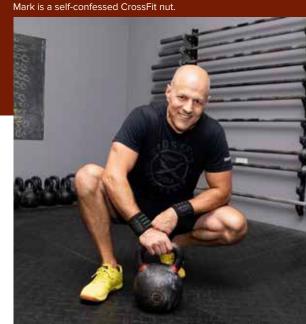




realproducersmag.com Chicago Real Producers • 11



"My father taught me the benefits of superior customer service and that life is not always easy," Mark says. "He also taught me that you should



always have a 'go-to guy'—a knowledgeable and reliable person [you can call on] for every type of service."

In his early school years, Mark struggled with a learning disability that made it hard for him to keep up with his classmates in reading and writing. Because academics never came easy, he had to work harder than others to succeed.

"I purposefully socialized with kids who were very bright, and I became determined to not be left behind," he

says. "Throughout my academic experiences, I would often start out failing but end up succeeding through sheer determination."

Mark followed up his bachelor's degree with graduate studies at the prestigious University of Chicago, an achievement that brings him pride. After graduation, Mark worked as a therapist in behavioral health care and as a licensed clinical social worker—work that required him to develop greater empathy, active listening skills, the ability to adapt to his clients' needs, and push through difficult circumstances to promote positive change.

"After twenty years in healthcare, I found I enjoyed the industry less and less," Mark explains. "During the last three years [I was in it], I did a lot of soul searching to figure out what I wanted to do next."

Also during his final years working as a professional therapist, Mark purchased and remodeled two primary residences as a way to manage the expenses of the rehab, and found himself unable to stop browsing through online real estate listings. "I was officially bitten by the bug," he states. Looking for his next investment opportunities, he partnered with a general contractor to flip foreclosed properties. Together, they developed an energy-certified, modest-sized, single-family home that the developer dubbed the "Smart Tech House." The product took off and so did Mark's "second career."

"While we were building five of these homes, I was introduced to the principal owner and managing broker of the North Clybourn Group (NCG), which is run by two powerful, amazing women who eventually became my mentors," says Mark.

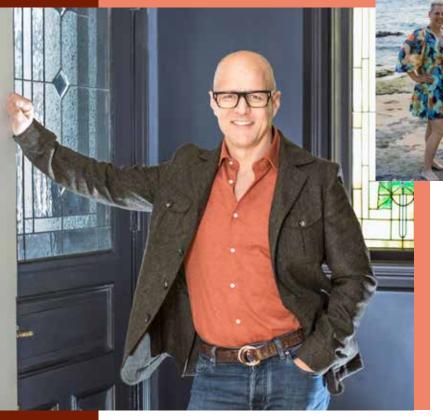


THE "GO-TO GUY"

agent feature

By Lauren Young
Photos by Caleb Pickman

Palproducersmag.com



his wife,
Eliza, and
their two
daughters.

I AM ALLIN WHEN
TRYING
TO HELP
THEM
BUY OR
SELL A
HOME.

Around 2012, he obtained his general contractor and real estate licenses, and started developing single-family homes and small condo buildings in addition to selling real estate at NCG. "Over time, I realized I was a good developer but an even better broker," he explains. "It's important to know your strengths."

In 2018, after about five years doing

double-duty as a developer and a broker, Mark decided to give up developing to concentrate on being a broker. He started focusing on sales, growing his real estate portfolio, and managing his investments. Mark's impressive investment portfolio now includes over twenty-two rental doors in addition to his real estate brokerage team, the Mark Buckner Group. Through all his ventures, he still draws on his development know-how and his experience as a social worker to guide his service approach.

"When I started as a
REALTOR® I discovered how little first-time buyers knew about
the quality of construction and
that I could be a good resource,"
he says. "My background as a
social worker also allows me
to guide clients through one of
their more stressful life events."

When not busy managing his

many business interests, Mark prioritizes time with family. His wife, Eliza, and daughters, Violet (20) and Marigold (17), enjoy traveling and staying active together, and supporting the local charities Chicago Lights and Kids Above All. In addition to being passionate about BBQ—grilling, smoking, and eating 'que,' Mark is an avid snowboarder and a self-confessed CrossFit nut.

"I am not very good at relaxing, so I like to push myself in the gym," explains Mark. "It keeps me young at heart, accountable to goals, and connected to a community. It's a lot like selling real estate."

In running his business, Mark leverages the many techniques and tools he has relied on to overcome his learning disability. He has established clear standard operating procedures (SOPs) for nearly every activity at his firm, such as uploading contacts, booking a showing, placing a property under contract, and many others. His team also maintains a finely tuned database of his network, consistently tracking every activity.

Personally, Mark blocks off time to focus on projects and move them forward, and he stays accountable to a handful of measurable goals per year. He sees all these steps as crucial to maintaining a well-oiled business machine. And all these practices facilitate his ultimate goal: to always be one of the "go-to guys" his father spoke so highly of.

"When my clients are unhappy, it keeps me up at night," says Mark. "I am all-in when trying to help them buy or sell a home."

"I am passionate about this industry. I'm passionate about everything from running a team, to implementing systems, to touring properties, updating homes, investing, negotiating, and finding solutions to problems. I love it all," he adds. "It's not a job. It's a lifestyle for me and my family."





# THIS IS NAYA T. CAT, AND SHE IS JUDGING YOU FOR

AND SHE IS JUDGING YOU FORZ NOT HITZING LOFTUS LAW.



What does the T. stand for?



## Creative Solutions for Self-Employed Borrowers

Work With Me Today And I'll Show You Why Corby Mortgage Has Been My Only Home For 22 Years

We Are a Self-Employed Borrower Specialist & Offer Some Of The Best Alternative Income Documentation Solutions.



**CORBY MORTGAGE** 

INTEGRITY · TRUST · DILIGENCE

2409 W 104th St. | Chicago, IL 60655 (708) 268-5346 | jschneller@corbymortgage.com Jeff Schneller recently helped us secure a mortgage for our new home (as well as for our previous one). He is an absolute pleasure to work with and helped hand-hold my wife and I throughout the process. He's always

available and willing to offer explanations to the questions that we had. The ultimate professional, Jeff is someone I would recommend to anyone who is looking to help secure a mortgage for their home.



14 · March 2024

@realproducers

# You Don't Need To Be lucky To Spoil Your Clients!



### Shower Them With A Great Gift Today!



CutAboveGifts@gmail.com CutAboveGifts.com



YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

THERE IS NO TRANSACTION WHERE SPEED AND ACCESSIBILITY MATTER MORE.

# I understand, and I deliver.

#### Attorney. Homeowner. Parent.

Bringing together the knowledge and expertise in the three roles I embrace the most, I impart finesse and proficiency to a fast-paced and challenging real estate market.



smowery@mowerylaw.com (773) 279-9900 MoweryLaw.com



ATTORNEY AT LAW





realproducersmag.com Chicago Real Producers • 17





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

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

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

Janet Mason, attorney, attends every closing to ensure everything runs smoothly and addresses any last-minute issues with finesse and expediency. "Janet is our closer," explains David. "When a walk-through issue crops up at closing, you want Janet on your side. With her fine eye for detail, she is the perfect attorney to navigate the loan documents, ensuring all the Is are dotted and the Ts are crossed. Her focus is always on the client's satisfaction and making sure the closing happens quickly and efficiently."

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

Sheldon Schwartz, the team's newest attorney, heads the estate planning department and brings decades of real estate experience to the firm.

"Sheldon has a way with supporting



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

realproducersmag.com Chicago Real Producers • 19

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

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



David with The David Frank Law Group team.

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

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

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

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

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

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

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

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



David and his family.

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

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

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

To reach David and to learn more about the services The David Frank Law Group provides its clients, visit thedavidfranklawgroup. com, follow them on Instagram @thedavidfranklawgroup, email them at david@frankesq.com, or call 773-255-6499.









We'll Help You Keep It.



WE'RE A CPA FIRM HELPING REAL ESTATE AGENTS AND INVESTORS UNDERSTAND AND MINIMIZE THEIR TAX LIABILITY. WE EMPOWER AND EDUCATE OUR CLIENTS ON THE BEST TAX STRATEGY TO IMPLEMENT THROUGH TAX

SEMINARS, BOTH LOCALLY AND NATIONALLY.

ADRIAN SCURTU, PARTNER
224-352-2645
175 OLDE HALF DAY ROAD
SUITE 290
LINCOLNSHIRE, IL 60069





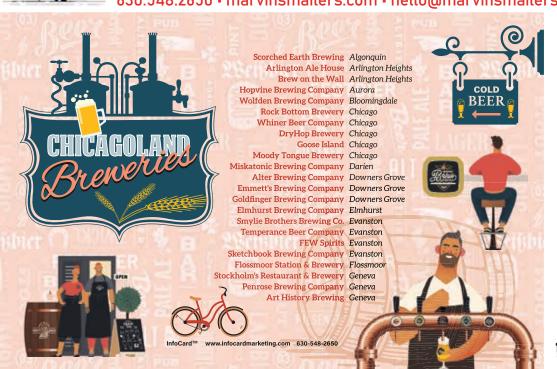
Eric Bielinski 773.775.2000 ericbielinski.com 6304 N. Milwaukee Ave. Chicago, IL 60646



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



630.548.2650 • marvinsmailers.com • hello@marvinsmailers.com









Sue, Mia, Penny, Karen, Jennife

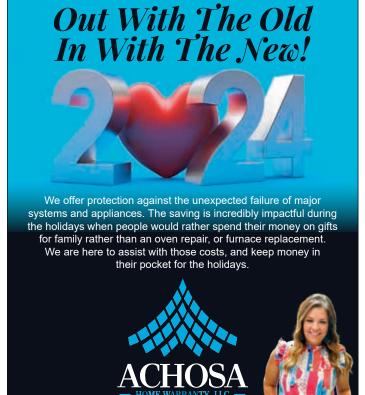


#### 630.207.7001

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



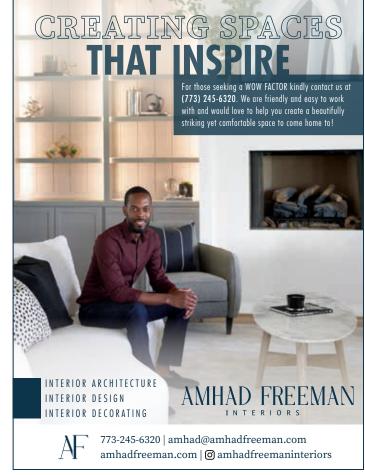
Each office is independently owned and operated. This is not



Kimberly Bisaillon

Senior Sales Executive

847-975-6706 | KimB@Achosahw.com



realproducersmag.com Chicago Real Producers • 23



By Lauren Young Photos by Caleb Pickman

# Kimber Galvin and Drew Westergreen

## Property Sisters

Sisters Kimber Galvin and Drew Westergreen, the owners of KD Homes, were born into the real estate profession: they are the daughters of two successful Chicago REALTORS®.

Beginning on Armitage Avenue, their parents sold, invested in, and developed properties in Chicago (and later Wisconsin too), and helped transform their Lincoln Park neighborhood throughout the '80s and '90s. In the process, their daughters

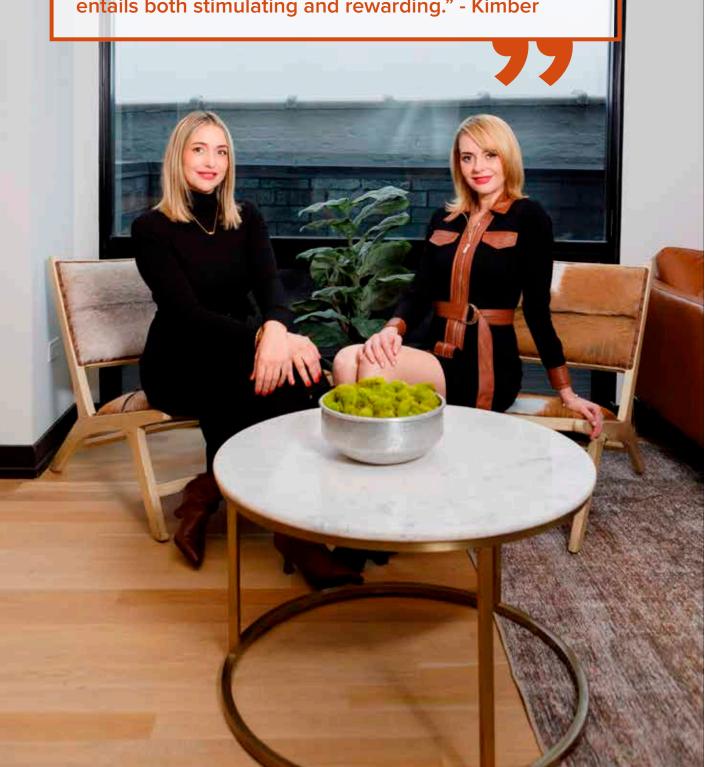
morphed from careful observers to helpful participants in their family's business.

"Our weekends included everything from helping to maintain a family rental property to helping stage one of our parents' new listings; we learned early on that presentation was paramount," says Kimber. As the two sisters grew older, attending and assisting with open houses became routine. "We





A career in real estate requires a professional to wear many hats, deal with diverse clients, and successfully overcome different challenges with every transaction... We each find the freedom and challenges our work entails both stimulating and rewarding." - Kimber







gained a deep appreciation and, dare I say, passion for the business, as well as invaluable skills, knowledge, and industry connections that became the foundation of our careers today."

"Our shared work ethic leads to [our] greater success, too, and it's a joy to celebrate our achievements together," adds Kimber. "Drew is not only my sister, but she's also my best friend and perfect business partner. We complement each other's strengths, and we can seamlessly take over tasks from one another when needed."

That the two sisters attended schools throughout Chicago—the University of Chicago Lab School, LaSalle Language Academy, St. Clement, Whitney Young, and St. Ignatius College Prep—only enriched their understanding and appreciation of different peoples and cultures, Chicago's colorful tapestry of neighborhoods, and the city's unique history.

Kimber went on to earn her undergraduate and graduate degrees from Loyola of New Orleans and DePaul University, respectively. She briefly taught high school English before returning to the industry she knew so well.

"In 2010, I was presented with the opportunity to work as an assistant to one of Chicago's top-producing agents at Koenig and Strey," she explains. "While working in that highly competitive environment, I realized this was what I wanted for my life."

Drew, a talented violinist, majored in performance at the Cincinnati Conservatory of Music. She also toured Europe and the US in various orchestras and bands, which allowed her to indulge her interest in architecture and urban design. After rehabbing and launching her first investment property in Jefferson Park in 2013, Drew decided to join Kimber at Koenig and Strey. She also worked as an assistant to a top producer there.

In 2019, Drew and Kimber joined forces and founded KD Homes. "Becoming REALTORS® was like going home for both of us," explains Kimber.

"A career in real estate requires a professional to wear many hats, deal with diverse clients, and successfully overcome different challenges with every transaction. We already had the talent for the many demands of the trade," she adds. "We each find the freedom and challenges our work entails both stimulating and rewarding."

Along with wearing those many hats, Kimber and Drew have since filled out their team with several other talented pros: Broker Associate Aneta Balliet has a keen eye for detail and an intuitive sense of style, and she often contributes these skills to the team's staging assistance service; Broker Associate Marion Kennedy brings her background in commercial banking and corporate real estate underwriting to her transaction negotiations; and Licensed

Transaction Coordinator Meli Tabares utilizes her experience in design-build services, development, and marketing and operations in her management of the firm's transactions.

Today, KD Homes is expanding in other ways. "We are currently in the process of opening our own private office with a small group of other top-producing brokers," says Kimber. "This office promises to provide a dynamic and stimulating atmosphere where shared experiences and perspectives lead to a deeper, and more comprehensive approach to our work. [We did this because] Collaborating with other like-minded professionals has proven to be immensely rewarding: we exchange ideas, explore market trends, and gain insights from our varied approaches, which has been very insightful and fun!"

Looking forward, Kimber and Drew aim to grow their business while maintaining the same high attention to detail and superb customer service for which they are known. They prioritize continued learning, constant adaptation to an ever-changing market, and an energetic focus on building and maintaining strong relationships with clients and partners. Ultimately, Kimber and Drew hope to make homeownership available to as many people as possible throughout Chicago's diverse and historically significant neighborhoods.

"Chicago is a wonderful city with a delightful collection of neighborhoods, cultures, and architectural styles," says Kimber. "We have a stake in our community. We have skin in the game. And thanks to our upbringing, we enjoy an intimate and rather unique perspective on our city's potential for transformation and change."



FO FORDE & O MEARA LLP
WHEN IT COMES TO REAL ESTATE,

Commercial Litigation | Real Estate Litigation | Real Estate Transactions, | Zoning & Land Use



#### LISA J. SAUL, ESQ.

191 N. Wacker Drive, 31st Floor Chicago, IL 60606 847-910-2317 | Isaul@fordellp.com www.fordellp.com







# Photo by Heather Allison Love Photography

#### MARCH 2021

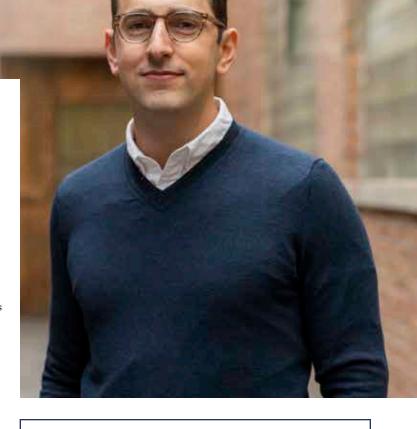
# Riding the Wave of Change

..."We have built the perfect team for the modern real estate environment, to ensure that clients have access to all of the information they need in order to reach their goals."

What does that mean? It means Ben has vetted a number of associates who complement his team, including tradespeople who understand property even better than he does, and Ben definitely knows a thing or two. He grew up managing properties with his father who also owned Ace Hardware at Armitage and Pulaski.

As Ben continues charging forward into the future of real estate, riding the waves of change, his dedication to personal well being informs and supports him as he keeps the words "Whatever you resist persists," top of mind.

"This quote has rung true to me for a long time and it's now more appropriate than ever. We can resist the change and fight against it, or accept and adapt. There's no in-between. And this is doubly true for internal aspects of your life (e.g., mental and emotional balance). If you're sad, be sad. If you're mad, be mad and see it through. Don't fight it because that friction will only heighten it."



# The perfect home deserves the perfect loan.

With home loans for all of your clients' home-buying needs, there has never been a better time to check out CrossCountry Mortgage!

- Portfolio Loan Options
- Down payment assistance programs
- Special Doctor Programs
- > 5+ Unit Multifamily Financing





ALEX MARGULIS
VP of Mortgage Lending
312.651.5352
alex@ccm.com
www.alexmargulis.com
nmls: #192878

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 Licensee. 2936 West Belmont Ave. | Chicago, IL 60618 NMLS1806505 NMLS192878.

# Elevating Office Spaces, Inspiring Productivity.



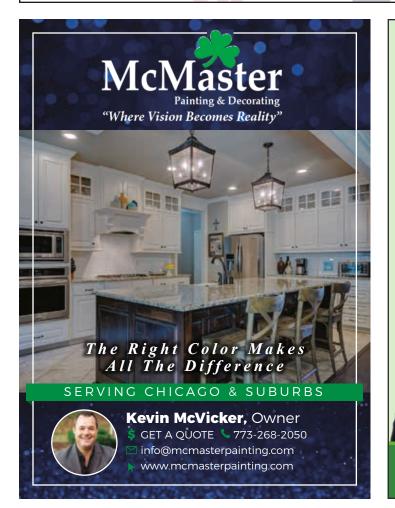


Katie Monge, Owner/Professional Organizer

Neat 000

**HOME ORGANIZING** 

Attics | Bathrooms | Closets | Garages | Home Office/Den MOVES & RELOCATIONS Kitchens & Pantries | Laundry Rooms | Mudrooms | Kids Rooms



# goosehead People are Talking about the

"I trust Kristine to help my clients with the same level of care and dedication I would. I can stake my reputation on her service. Working with Kristine is more like having a business partner with a stake in your success than a service provider."

Goosehead Difference...

**Adele Lang** | Chicago Association of Realtors 2017 Rookie of the Year | Baird & Warner



Kristine Pokrandt | Agency Owner Kristine.pokrandt@goosehead.com | 708-858-1246 Gooseheadinsurance.com/agents/kristine-pokrandt/







Design. Construction. Financing

#### How It Works

- 1. Discuss your client's project with Renovation
- 2. We visit & quote the project
- 3. Your clients can request financing
- 4. We get to work. Our average project takes just 3 weeks!









#### on the rise

By Chris Menezes Photos by Sonya Martin

# THAMAING NO TIME

Coming out of perhaps the worst real estate market in recent years, many seasoned agents had a hard time holding on. And if you were just getting started? Good luck. That's what makes Amanda Hines's recent success so remarkable. Having closed five deals in her first six months, she's building tremendous momentum that she plans to leverage for years to come.

In a market stalled by high interest rates and low inventory, what would drive someone to start a real estate career? While Amanda had had a long-standing interest in real estate and a growing dissatisfaction with her previous career for some time, the catalyst occurred in early 2023, during a flight back to Chicago after attending a celebration of life.

"I realized life is too short not to pursue your passions," Amanda explains. "This decision wasn't just a career change: it was a step toward aligning my professional aspirations with personal fulfillment—to combine my love for real estate; strong skills in customer service, sales, and marketing; and my deep appreciation for Chicago's rich history and architecture."

A Michigan native who has embraced Chicago as her home, Amanda has developed a passion for the city. Her goal is to make the real estate process enjoyable and stress-free for her clients while sharing her knowledge of Chicago's diverse neighborhoods and architectural beauty. And she does this rather seamlessly, drawing from a well of experience.

Born and raised in Okemos, Michigan, a stone's throw from Lansing, Amanda grew up imbued with the values of strength, compassion, and resilience, which she credits to her mother. "My mom's influence played a significant role in my development. I learned the value of hard work, integrity, and the importance of building strong relationships," Amanda emphasizes.

These qualities have been the bedrock of Amanda's personal and professional life. Her move to Chicago, after graduating from Michigan State University, marked the beginning of a two-decadelong career in digital marketing, where she honed her skills in leadership, sales, customer service, operations, and account management.

The real estate world always intrigued Amanda, however. For five years,

she contemplated shifting careers but hesitated to take the leap. But when faced with the brevity of life on that notable day, she resolved to not waste any more time.

"I took the two-week accelerated pre-licensing course in February 2023, passed my national and state exams that March, then interviewed with five different companies. I joined the Gia Chicago Team with @properties, as I found they were the best fit for what I was looking to accomplish," explains Amanda.

Of course, changing careers was not without its challenges. Amanda had to step out of her comfort zone and into a field where she initially had little experience. She tackled this head-on, dedicating herself to learning the nuances of the real estate market and building a client base from scratch.

Her approach? Leveraging her background in sales and marketing and focusing on building trust-based relationships. She does this by educating her clients on the complexities of real estate transactions, making sure they are well-informed and confident about their decisions. Technology has been a real asset to her as well.



"CRM systems help keep everything organized and streamlined, which is great for someone like me who is new to the industry," she notes. "Social media and digital platforms have opened up opportunities to reach more people and showcase properties. And I love how virtual tours and 3D models let clients explore properties from anywhere. Also, having up-to-date market data is invaluable for making smart decisions. Technology is definitely a big part of how I'm building my career in real estate."







"My vision is to establish myself as a leading expert and trusted advisor in the real estate market, and be known for my integrity, expertise, and exceptional client service," she continues. "I aim to continually expand my knowledge and skills, and keep pace with industry advancements to provide the best possible advice and solutions to my clients."

On a broader scale, Amanda aims to leverage her position within real estate to contribute positively to the community. This includes participating in and supporting initiatives that promote sustainable development and affordable housing, ensuring that the benefits of real estate are widely shared. Her community

involvement also includes tutoring students and volunteering at local events like the Chicago Marathon and for PAWS Chicago. She even appeared in an Illinois Lottery commercial supporting MS research.

Outside her professional life, Amanda enjoys exploring Chicago with her partner, Jacob; their dog, AJ; and her stepdaughter, Abigail. As well as being an avid traveler, she loves biking along the lakefront to Indiana, taking long walks on the riverwalk, eating at all the fabulous restaurants in the city, cooking, working out, and reading books, especially about true crime, on her rooftop with a glass of wine.

As Amanda carries the momentum she's built this last year into the years to come, there is little doubt she will continue to surpass all expectations. After all, as she wisely knows, there's no time to waste.



Joe Burke

**SVP of Mortgage Lending** 

773.742.6707 joe@properrate.com ProperRate.com/joeburke

#### We have extended lock programs.

Your clients can lock in a rate for up to 12 months while their dream home is being built.

We're committed to giving your clients a better mortgage experience.

> We give REAL underwriting approvals online\* Our Digital Mortgage technology is integrated with automated underwriting engines to help ensure your clients are qualified.



#### We provide 24/7 status updates

Real-time loan status notifications about the loan are triggered at every step and emailed to you and your clients.



#### Great service, low rates, no surprises.

We make every loan individualized to fit your clients personal needs because we know that every home loan is as unique as the buyer.



proper

\*Real Approval" means an automated underwriting system approval based upon credit information supplied by applicant and subject to Proper Rate's review of representations are automated underwriting system approval. Not all applicants will be approved for financina. Receipt of application does not represent loan documents. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Proper Rate for current rates and for more information. NMLS ID # 251383 IL - 031.0027858, NMLS ID # 1901699 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org), LO#: IL - Illinois Residential Mortgage Licensee - IDFPR



I aim to continually

with industry advancements

to provide the best

possible advice

and solutions

to my clients.

expand my knowledge

and skills, and keep pace



# Guaranteed on-time closing or your buyers get \$5,000

Finding the right home is exciting, and we're committed to making homebuying as easy as possible. The Chase Closing Guarantee<sup>1</sup> will give your buyers the confidence they need to plan their move. We promise an on-time closing in as soon as three weeks to give you and your buyers peace of mind, or they get \$5,000, if they qualify.

Visit chase.com/cg for more details about closing fast.

#### Contact me today — I'm here for your buyers:



Robbine Kim, Senior Home Lending Advisor President's Club Chase certified in FHA loans Chase certified in VA loans T: (847) 222-3317 robbine.kim@chase.com homeloan.chase.com/robbine.kim NMLS ID: 955580



Scan to visit my website



<sup>1</sup>Ask me about eligibility, timing and documentation requirements. Contract closing date must be at least 21 calendar days (30 calendar days for FHA- and VA-insured loans and 60 calendar days for all cooperative project (co-ops) purchases) after receipt of a completed mortgage application, supporting documents and a fully-executed purchase contract. Loan type, property type and other restrictions and limitations apply. This offer is subject to change at any time without notice. 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. The Chase Closing Guarantee may be reported on Form 1099-MISC. Your clients should contact their tax advisor or the IRS for more details. For real estate and lending professionals only and not for distribution to consumers. This document is not an advertisement for consumer credit as defined in 12 CFR 1026.2(a)(2).



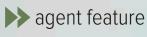
Home lending products provided by JPMorgan Chase Bank, N.A. Member FDIC ©2023 IPMorgan Chase & Co.

B0423-1102885 105902BS 0423 21091969





Chicago Real Producers • 39



By Lauren Young Photos by Sonya Martin

# **JASON ROBERTS &** JONATHON SPRADLING

#### PARTNERS IN REINVENTION

"I have always looked up to people who can reinvent themselves and pivot to new challenges and careers," says Jason Roberts, REALTOR® and co-founder of the Spradling | Roberts team with @properties. "The concept of success changes throughout life."

Jason, who grew up in a small town in

northern Kentucky, first pursued careers in banking and mutual fund account-

ing then decided to go into teaching. He

obtained his undergradu-

teaching kindergarten and fourth grade at Chicago Public Schools for six years, he started to feel a change was needed.

"During my last year, I found myself feeling very burnedout and not wanting to return to the classroom after spring break," says Jason. "After a lot of thought, I decided to leave teaching at the end of the school year."

his master's from the American College of Education. After

But he wasn't sure what to do next. One weekend, Jason attended a dinner party where he struck up several conver-

sations about real estate and recent home sales in the





"The next day I found myself researching Chicago real estate companies, and on Monday morning, I was sitting in the BHHS Chicago office discussing how to get my license," shares Jason.

After working at BHHS Chicago for nearly seven years, Jason moved to @properties in 2021. Shortly after, his former colleague, Jonathon Spradling, also joined @properties. Partly because they already knew each other, the two REALTORS® started working together and found they did so easily, co-list ing properties and sharing their expertise.

"Our partnership started very organically," says Jason. "We have a very similar work ethic and mindset about business." Eventually, a formal partnership was formed. "We were on a boat tour on Lake Michigan one evening and both started talking about joining forces and creating a team. Just like that, the Spradling | Roberts Team was born."

Co-founder Jonathon Spradling brings his own unique background to the team. Jonathon grew up on a large family farm in Missouri where he learned the value of hard work at a young age. During his school days, he always juggled multiple jobs along with his studies, but most often, he mowed lawns—over thirty lawns each week during spring, summer, and fall.

After high school, Jonathon attended a pre-dental program before switching to business school, where he focused on marketing. Although he started in real estate in St. Louis right after college, he transitioned into luxury retail, managing designer clothing and shoes for Nordstrom both in St. Louis and Chicago.

"In 2015 I moved to Los Angeles and managed a luxury retail store in West Hollywood where I helped many celebrity clients as well as many stylists for movies and TV series," says Jonathon. "When my partner, Lino, and I moved back to Chicago in 2018, I couldn't find a job that was the right fit: I wanted a job where I could not only use my skills in sales and customer service while still helping people feel their best, but also see the outcome of my hard work."



After reigniting his real estate career, Jonathon quickly found an ideal business partner in Jason. The two men combine their experiences and skills to form a dynamic, supportive partnership. In their brief time together, the pair has achieved success in short order thanks to their shared mindset and collaborative approach.

"We laugh a lot, even when things get tough or one of us is having a bad day. We support each other," says Jonathon. "We are both very creative and often sit down to brainstorm ideas on getting new listings, marketing existing listings, and solving other challenges."

"The real estate business can be a lonely business sometimes," adds Jason. "Partnering up with Jonathon has really helped me stay motivated. Checking in with each other and setting goals as a team keeps us both on task."

Jonathon's background in luxury retail allows him to ever know how to provide exceptional, white-glove service and assess and meet the changing expectations of clients and partners. This, along with his natural entrepreneurial aptitude, gives him the ideal attitude for growing a real estate business. Jason's knowledge of the diverse Chicago neighborhoods—many of which he has lived in—helps him match buyers and sellers based on their clients' personal goals. His expertise in finance allows the team to provide added value to the transaction process too.

Looking forward, Jason and Jonathon hope to continue growing their client and partner network while expanding their

#### THE HOMEBUYER'S HOUR

with Charlie Bellefontaine

#### We Want Your Story!

We showcase real estate agents who've built their business by being client advocates. We want to hear your process, your story, and what makes you one of the best in the business



#### **LET'S GET YOU ON-THE-AIR**

Call Charlie: 603-327-2700

WCPT AM 820 at 6 am on Saturday Mornings also on Podcast & Facebook Live

#### YOUR HOSTS & CO-HOSTS



Neighborhood Loans
NMLS# 1330694 • 630-235-2405

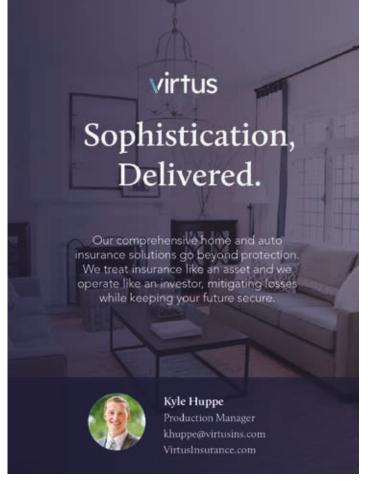


Patrick Loftus Loftus Law 773-632-8330

personal skill sets. Their current vision is to keep their team small, but they are open to adding other like-minded REALTORS® or other pros. Whether their team is two or twenty, however, their focus will remain on finding the best ways to serve their clientele.

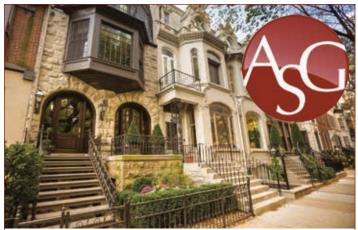
"As a REALTOR®, you are a connector," observes Jonathon, then adds, "You can give luxury service at any price point. I love the feeling of helping clients find luxury in whatever type of home they are looking for—whether it is a starter home or a bigger home, or whether they are downsizing or adding to their family. Luxury service is what makes your clients feel so important and cared for, and it's what will get you their trust, referrals, and repeat business."

"It is important to surround yourself with people who inspire you, make you laugh, and make you a better person," adds Jason, speaking in particular about his partnership with Jonathon. "It's nice to have someone to lean on."



**42 · March 2024** © @realproducers realproducers realproducers realproducers of the control of t





Real Estate Valuation & Consulting
With Specific Emphasis on Renovation &
New Construction Analysis



Appraisal Solutions Group
Chicago | Lake Forest | Waukegan
312-800-1025 Main Office
orders@appraisalsolutionsgrp.com





Paper to Party

- EVENT PLANNING

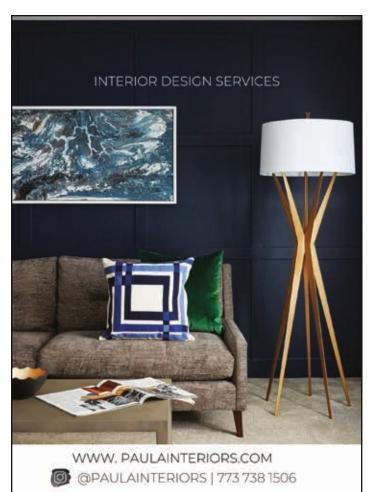
## Be a guest at your own event.

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

CALL LINDA TODAY TO GET STARTED!

847-903-2148

papertoparty@comcast.net papertoparty.com







# WINTER EVENT

Agent Panel and Winter Social hosted by Sociale Chicago

Photos by Sonya Martin, Caleb Pickman, and Prestige Real Estate Images Inc.

It was a pleasure hosting the *Chicago Real Producers* panel and winter social this year! In an outstanding exchange of ideas, Carrie McCormick, Jeff Lowe, Matt Laricy, and Sam Shaffer shared their expertise on real estate. Thank you Phil Byers for moderating the morning.

The panel was followed by incredible food at Sociale Chicago, we hope you all had the opportunity to reconnect.

We are grateful to everyone who joined us, provided raffle prizes, and helped make it an unforgettable event. We look forward to seeing you again in the spring for the next event. Enjoy the photos!





























**46 • March 2024** © @realproducers realproducers realprodu



















REAL P

#### WINTER EVENT RAFFLE WINNERS

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

Marzena Frausto won an Oprah's favorite things bundle that included Beats Studio Pro, Barefoot Dreams cozy socks, and Oprah's favorite tote bag from Alex and Isa Ranjha with Ranjha Law Group.



Joelle Hayes won an Amazon Kindle Scribe from the team at Rose Pest Solutions.





Mike Greco won an in-home theater bundle that included a movie projector, screen, speaker, and Fire TV Stick from Lisa J. Saul with Forde & O'Meara LLP.





**PRODUCERS** 





































































#### **HIGHLY TRAINED** AND EXPERIENCED **ATTORNEYS COMPLETELY DEDICATED TO** THEIR CLIENTS

**RESIDENTIAL & COMMERCIAL REAL ESTATE • BUSINESS TRANSACTIONS** • COMMERCIAL LITIGATION



www.TrivediKhan.com

300 North Martingale Rd. Suite 725

Schaumburg, IL 60173 (224) 353-6346

550 W. Washington Blvd. Suite 201 Chicago, IL 60661



At Trivedi & Khan our

attorneys and

paralegals have years of experience helping

individuals, families,

will deftly move the

and get to closing.

investors, developers and

business owners in every

aspect of residential and commercial real estate.

Our attorneys will ensure that the

client's interests are protected,

negotiation process along,





Flexible solutions to give your clients the confidence to close

dulla group



1000 N Milwaukee Ave Chicago, IL 60642

312-520-0069

uhloans.com

United Home Loans is an Illinois Residential Mortgage Licensee | NMLS #207546







**fy** 



Personal Training Programs are perfectly tailored to your precise needs.

We will create a program for you if you have a specific health and wellness goal to make sure that you achieve it.

Our personal training programs lead to faster progress and higher satisfaction.

OFFERING WELLNESS AND FITNESS TRAINING TO RESIDENTS AND EMPLOYEES IN THE DOWNTOWN CHICAGO AREA TOWERS

708-476-5328 SunnyBiggyFitness@gmail.com

Mobile Services Available
In The Chicago Area
www.sunnybiggyfitness.com







#### **TOP 250 STANDINGS**

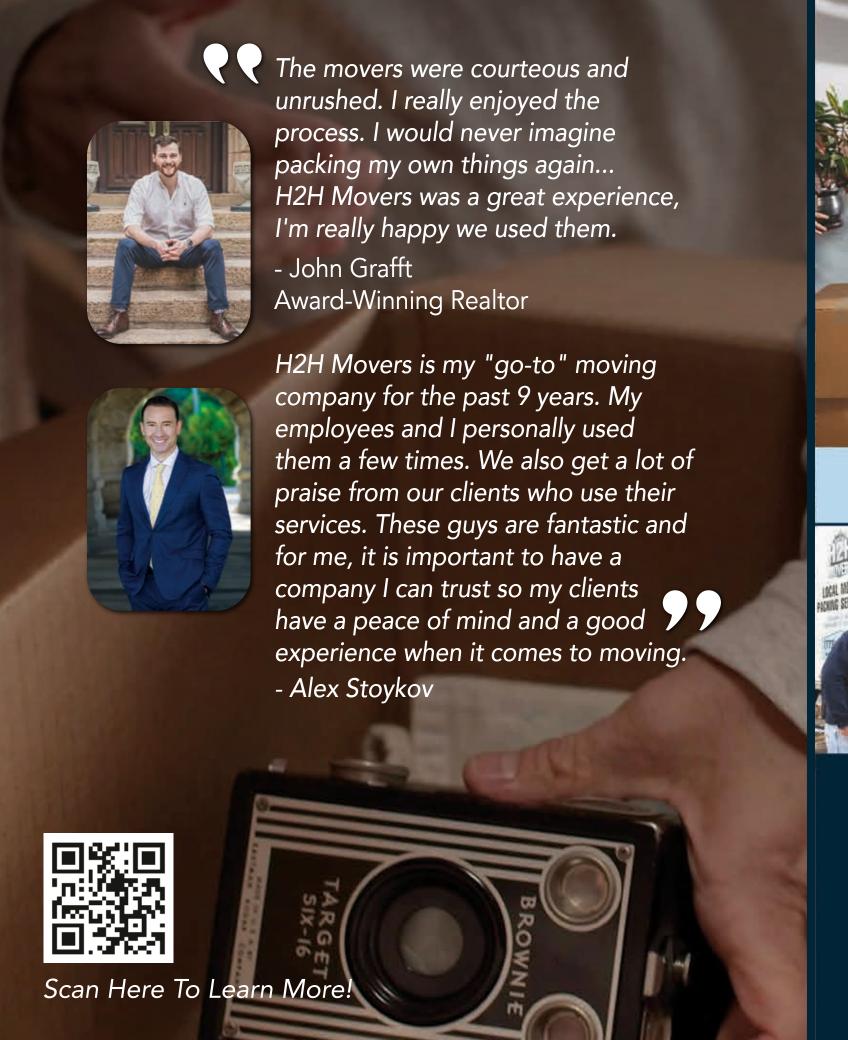
Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Mark	Icuss	4	\$10,038,974	2	\$12,388,945	6	\$22,427,919
2	Timothy	Sheahan	4.5	\$10,836,474	4	\$3,858,557	8.5	\$14,695,031
3	Carrie	McCormick	7.5	\$11,770,000	2	\$2,765,000	9.5	\$14,535,000
4	Jeffrey	Lowe	5	\$6,166,750	4.5	\$6,626,250	9.5	\$12,793,000
5	Philip	Skowron	2	\$4,975,000	2	\$7,325,428	4	\$12,300,428
6	Matt	Laricy	7	\$2,896,500	18	\$8,698,000	25	\$11,594,500
7	Jennifer	Mills	2	\$9,999,900	0	\$0	2	\$9,999,900
8	Alexandre	Stoykov	2.5	\$2,444,100	14	\$7,189,134	16.5	\$9,633,234
9	Emily	Sachs Wong	1.5	\$1,549,500	2.5	\$7,007,500	4	\$8,557,000
10	Grigory	Pekarsky	3.5	\$2,390,000	13	\$4,839,000	16.5	\$7,229,000
11	Alex	Wolking	2	\$1,611,000	3	\$5,100,000	5	\$6,711,000
12	Leigh	Marcus	8	\$4,903,675	3	\$1,322,000	11	\$6,225,675
13	Stefanie	Lavelle	3	\$5,920,000	0	\$0	3	\$5,920,000
14	Benyamin	Lalez	2	\$1,000,000	11	\$4,852,500	13	\$5,852,500
15	Millie	Rosenbloom	2	\$5,282,500	1	\$378,000	3	\$5,660,500
16	Chezi	Rafaeli	2	\$3,190,000	1	\$1,650,000	3	\$4,840,000
17	Janet	Owen	0	\$0	1	\$4,500,000	1	\$4,500,000
18	Karolina	Suszynski	2	\$4,475,000	0	\$0	2	\$4,475,000
19	Jill	Silverstein	2	\$1,705,000	2	\$2,765,000	4	\$4,470,000
20	Rubina	Bokhari	0	\$0	2	\$4,326,350	2	\$4,326,350
21	Sara	Zamora	0	\$0	1	\$4,250,000	1	\$4,250,000
22	Boris	Lehtman	2	\$2,365,000	2	\$1,702,000	4	\$4,067,000
23	Sam	Shaffer	0	\$0	5	\$3,995,988	5	\$3,995,988
24	Jacob	Tasharski	1	\$600,000	1	\$3,325,000	2	\$3,925,000
25	Joanne	Nemerovski	3	\$2,725,000	1	\$840,000	4	\$3,565,000
26	Mike	Larson	0	\$0	1	\$3,464,668	1	\$3,464,668
27	Suzanne	Gignilliat	2	\$3,290,000	0	\$0	2	\$3,290,000
28	Nicholas	Colagiovanni	2	\$2,025,000	1	\$1,249,000	3	\$3,274,000
29	Annie	Flanagan	0	\$0	1	\$3,250,000	1	\$3,250,000
30	Linda	Levin	1	\$3,250,000	0	\$0	1	\$3,250,000
31	Brad	Lippitz	4	\$3,237,000	0	\$0	4	\$3,237,000
32	Danielle	Dowell	2	\$1,462,450	2	\$1,567,500	4	\$3,029,950
33	Eugene	Fu	0	\$0	4.5	\$2,998,750	4.5	\$2,998,750
34	Ryan	Preuett	0	\$0	1	\$2,949,000	1	\$2,949,000

#	First Name	Last Name	List #	List\$	Sell #	Sell \$	Total #	Total \$
35	Ivona	Kutermankiewicz	3	\$2,839,900	0	\$0	3	\$2,839,900
36	Kathleen	Ullo	3	\$2,827,000	0	\$0	3	\$2,827,000
37	Molly	Sundby	3	\$2,827,000	0	\$0	3	\$2,827,000
38	Rachel	Krueger	2	\$2,819,000	0	\$0	2	\$2,819,000
39	Melanie	Giglio	0	\$0	5	\$2,779,500	5	\$2,779,500
40	William	Goldberg	1	\$547,500	2	\$2,220,000	3	\$2,767,500
41	Steve	Dombar	2	\$715,500	3	\$2,023,000	5	\$2,738,500
42	Katherine	Karvelas	0	\$0	1	\$2,700,000	1	\$2,700,000
43	Ryan	Casper	2	\$1,544,500	1	\$1,144,500	3	\$2,689,000
44	Stacey	Dombar	4	\$2,344,750	1	\$330,000	5	\$2,674,750
45	Mark	Керру	1	\$2,575,000	0	\$0	1	\$2,575,000
46	Anthony	Zaskowski	2	\$1,028,000	4	\$1,451,000	6	\$2,479,000
47	Darrell	Scott	0.5	\$824,000	3	\$1,645,000	3.5	\$2,469,000
48	Cornelis	Hoogstraten	0	\$0	3	\$2,465,000	3	\$2,465,000
49	Margaret	Baczkowski	2	\$1,768,750	1	\$660,000	3	\$2,428,750
50	Elizabeth	Lothamer	0	\$0	3	\$2,425,000	3	\$2,425,000

**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.









#### GET A FREE QUOTE BY CALLING US AT 773-236-8797

TESTIMONIAL: "Highly recommend. Super transparent and very organized! They were on time and careful with my things. You can expect multiple phone calls and emails in advance to confirm all questions are answered and the plan is exactly in place and what you need. They are very receptive to feedback. It's no surprise this place is so terrific; it's a woman-owned business!" - Louise J.

4250 N Marine Dr. | Chicago, IL, 60613

h2hmovers.com (700 Linked in 8)









#### **TOP 250 STANDINGS**

Teams and individuals from January 1, 2024 to January 31, 2024

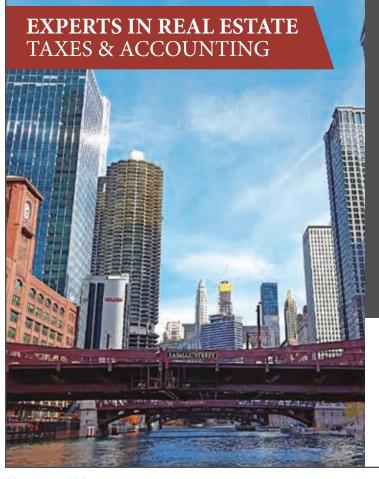
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lauren	Mitrick Wood	0.5	\$232,500	3	\$2,092,400	3.5	\$2,324,900
52	Meghan	Luffred	0	\$0	1	\$2,300,000	1	\$2,300,000
53	Grace	Sergio	1	\$2,300,000	0	\$0	1	\$2,300,000
54	Pasquale	Recchia	2	\$1,305,000	1	\$911,207	3	\$2,216,207
55	Jason	O'Beirne	3	\$2,205,550	0	\$0	3	\$2,205,550
56	Tony	Mattar	0	\$0	2	\$2,195,000	2	\$2,195,000
57	Spencer	Hauptman	1	\$822,500	1	\$1,350,000	2	\$2,172,500
58	Bradley	Dumes	1	\$557,500	1	\$1,595,000	2	\$2,152,500
59	Michael	Horwitz	0	\$0	4	\$2,125,000	4	\$2,125,000
60	Naja	Morris	3	\$1,341,175	2	\$780,000	5	\$2,121,175
61	Mushir	Owaynat	1	\$1,060,000	1	\$1,060,000	2	\$2,120,000
62	Mario	Greco	2.5	\$1,217,500	1.5	\$887,500	4	\$2,105,000
63	Patrick	Shino	2	\$917,500	3	\$1,160,000	5	\$2,077,500
64	Michael	Rosenblum	1	\$1,250,000	1	\$800,000	2	\$2,050,000
65	Karen	Biazar	2	\$1,352,622	2	\$688,000	4	\$2,040,622
66	Leila	Zammatta	1.5	\$2,028,500	0	\$0	1.5	\$2,028,500
67	Joelle	Cachey Hayes	1	\$2,025,000	0	\$0	1	\$2,025,000
68	Anne	Rossley	1	\$334,500	1	\$1,690,000	2	\$2,024,500
69	Leopoldo	Gutierrez	2	\$436,700	3	\$1,570,500	5	\$2,007,200
70	Richard	Aronson	1	\$1,975,000	0	\$0	1	\$1,975,000
71	Sherri	Hoke	1	\$1,970,000	0	\$0	1	\$1,970,000
72	Myles	O'Brien	0	\$0	1	\$1,970,000	1	\$1,970,000
73	Seth	Vamos	1	\$1,960,000	0	\$0	1	\$1,960,000
74	Nick	Kluding	1	\$975,000	1	\$975,000	2	\$1,950,000
75	Whitney	Wang	0	\$0	3	\$1,926,000	3	\$1,926,000
76	Myroslava	Dysko	2	\$1,690,000	1	\$215,000	3	\$1,905,000
77	Colleen	Vihtelic	0	\$0	1	\$1,900,000	1	\$1,900,000
78	Jesus	Rojas	2	\$685,000	5	\$1,212,000	7	\$1,897,000
79	Rafael	Murillo	1	\$1,390,000	1	\$487,500	2	\$1,877,500
80	Nellie	Coleman	0.5	\$200,000	1	\$1,648,000	1.5	\$1,848,000
81	Owen	Duffy	1	\$297,000	2	\$1,493,000	3	\$1,790,000
82	Jingen	Xu	1	\$375,000	2	\$1,390,000	3	\$1,765,000
83	Dorie	Westmeyer	3	\$1,745,000	0	\$0	3	\$1,745,000
84	Pamela	Rueve	1.5	\$1,307,500	1	\$425,000	2.5	\$1,732,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Caroline	Moellering	0	\$0	2	\$1,713,000	2	\$1,713,000
86	Lawrence	Dunning	1	\$855,000	1	\$855,000	2	\$1,710,000
87	Anthony	Disano	7	\$1,652,550	1	\$32,000	8	\$1,684,550
88	Layching	Quek	1	\$288,500	1	\$1,390,000	2	\$1,678,500
89	Elizabeth	Silvis	0.5	\$265,000	2	\$1,406,000	2.5	\$1,671,000
90	Brian	Caron	1	\$835,000	1	\$835,000	2	\$1,670,000
91	Michael	Olszewski	10	\$1,665,100	0	\$0	10	\$1,665,100
92	Arfeen	Ahmed	0	\$0	1	\$1,665,000	1	\$1,665,000
93	Mario	Barrios	0	\$0	3	\$1,661,000	3	\$1,661,000
94	Pablo	Galarza	2	\$794,900	2	\$830,000	4	\$1,624,900
95	Carmen	Zhen	1	\$605,000	2	\$1,010,000	3	\$1,615,000
96	Hadley	Rue	2	\$1,225,000	1	\$379,000	3	\$1,604,000
97	Sari	Levy	0	\$0	1	\$1,600,000	1	\$1,600,000
98	Stuart	Schwartz	0	\$0	1	\$1,599,900	1	\$1,599,900
99	John	Federici	0	\$0	1	\$1,599,000	1	\$1,599,000
100	Patricia	Young	1.5	\$1,595,000	0	\$0	1.5	\$1,595,000

**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.







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



- **2** 847.256.3100
- @ info@thehechtmangroup.com www.thehechtmangroup.com



#### FAST + EFFICIENT + PERSONALIZED

#### The Michelle Bobart Mortgage Experience

As a guiding force in the home-financing industry since 1997, Michelle's talent as a creative problem solver is the key to creating success strategies that help your clients win their bids in today's tight inventory market.

Whether working with a first-time homebuyer or an accomplished property investor, she focuses her expertise on carving out a customized financing path to fit each clients' wealth strategy. This results in a streamlined mortgage process with no surprises, helping you save time and earn more money.

Contact Michelle today! 312.953.7365





VP NMLS 137164 | GR NMLS 2611 For more information, visit nmlsconsumeraccess.org

#### **TOP 250 STANDINGS**

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Justin	Lucas	0	\$0	2	\$1,592,500	2	\$1,592,500
102	Brandon	Carlson	1	\$1,215,000	1	\$375,000	2	\$1,590,000
103	Rafay	Qamar	6	\$1,497,000	1	\$72,000	7	\$1,569,000
104	Stephanie	Miller	0	\$0	2	\$1,550,000	2	\$1,550,000
105	Susan	Fichter	0	\$0	1	\$1,540,000	1	\$1,540,000
106	Jesse	Nocon	0	\$0	1	\$1,530,000	1	\$1,530,000
107	Howard	Andron	1	\$1,530,000	0	\$0	1	\$1,530,000
108	Bryce	Hoffman	0	\$0	3	\$1,529,000	3	\$1,529,000
109	Michael	Mccallum	0.5	\$315,000	1	\$1,200,000	1.5	\$1,515,000
110	Kevin	Hinton	0.5	\$145,500	2	\$1,363,000	2.5	\$1,508,500
111	David	Betancourt	0	\$0	2	\$1,505,000	2	\$1,505,000
112	Maribel	Marron	2	\$782,000	2	\$715,000	4	\$1,497,000
113	Julie	Busby	1	\$725,000	1	\$763,000	2	\$1,488,000
114	Martha	Lozano	2	\$755,000	2	\$730,000	4	\$1,485,000
115	Roman	Patzner	0	\$0	1	\$1,471,000	1	\$1,471,000
116	Andrew	Kenning	1	\$1,471,000	0	\$0	1	\$1,471,000
117	Elizabeth	Avila	1	\$535,000	2	\$908,000	3	\$1,443,000
118	Kellie	Glascott	1	\$1,149,000	1	\$289,750	2	\$1,438,750
119	Brendan	O'Connor	0	\$0	2	\$1,430,000	2	\$1,430,000
120	Katie	Bishop	0	\$0	1	\$1,420,000	1	\$1,420,000
121	Braedyn	Youngberg	1	\$1,420,000	0	\$0	1	\$1,420,000
122	Christopher	Demos	0	\$0	1	\$1,405,200	1	\$1,405,200
123	Elizabeth	Amidon	1	\$1,385,000	1	\$20,000	2	\$1,405,000
124	Brady	Miller	1	\$1,080,000	1	\$305,000	2	\$1,385,000
125	Andrea	Gutilla	0	\$0	1	\$1,375,000	1	\$1,375,000
126	Matt	Silver	2	\$908,000	1	\$465,000	3	\$1,373,000
127	Nicholaos	Voutsinas	2	\$1,043,000	1	\$330,000	3	\$1,373,000
128	Ream	Masoud	0	\$0	1	\$1,370,000	1	\$1,370,000
129	Laura	Bibbo Katlin	1	\$1,370,000	0	\$0	1	\$1,370,000
130	Jeffrey	Herbert	0	\$0	1	\$1,370,000	1	\$1,370,000
131	Staci	Slattery	2	\$1,352,622	0	\$0	2	\$1,352,622
132	Leslie	Glazier	1	\$1,350,000	0	\$0	1	\$1,350,000
133	William	Volpe	5	\$1,334,650	0	\$0	5	\$1,334,650
134	Ryan	Luu	0	\$0	4	\$1,323,500	4	\$1,323,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Katie	Hutchens	1	\$1,317,500	0	\$0	1	\$1,317,500
136	Cathy	Deutsch	0	\$0	1	\$1,317,500	1	\$1,317,500
137	Samantha	Porter	0.5	\$512,500	1	\$800,000	1.5	\$1,312,500
138	Nathan	Binkley	1	\$550,000	2	\$757,000	3	\$1,307,000
139	Arianna	Esper	1	\$662,450	1	\$642,500	2	\$1,304,950
140	Farideh	Harandi	1	\$650,000	1	\$650,000	2	\$1,300,000
141	Annika	Valdiserri	1	\$1,299,000	0	\$0	1	\$1,299,000
142	Elias	Masud	1	\$695,000	2	\$604,000	3	\$1,299,000
143	Samuel	Kahn	0	\$0	1	\$1,275,000	1	\$1,275,000
144	Anna	Pesce	1	\$1,275,000	0	\$0	1	\$1,275,000
145	Anthony	Macias	1	\$445,000	1	\$824,745	2	\$1,269,745
146	Basel	Tarabein	2	\$1,260,000	0	\$0	2	\$1,260,000
147	John	Grafft	0	\$0	1	\$1,250,000	1	\$1,250,000
148	Zev	Salomon	0	\$0	1	\$1,250,000	1	\$1,250,000
149	John	Gault	1	\$615,000	2	\$626,000	3	\$1,241,000
150	Camille	Canales	0	\$0	3	\$1,240,000	3	\$1,240,000

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.



REAL ESTATE **BUSINESS SERVICES** ESTATE PLANNING ELDER LAW **INCOME TAX** PREPARATION

#### DYNIA LAW

dynialaw.com • 773-427-1900 al@dynialaw.com

710 W. Higgins Rd., Ste. 103 Park Ridge, IL 60068









#### We Believe Health Care Professionals Spend Their Time Helping Others & Now its Our Turn To Help Them!

- No Income History Requirement
- Available for New Purchases or Rate and Term Refinance
- 1-2 Unit Homes Allowed
- 100% financing to \$1 million with no mortgage insurance
- MD, DO & DDS
- 100% LTV to \$1M, 95% LTV to \$1.5M and 89.99% to \$2M

#### Jennifer Brown Senior Mortgage Banker 773-412-4250 jenniferl.brown@bmo.com NMLS #222936 1200 E. Warrenville Road Naperville, IL 60563

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



Delivering the best in

class legal representation

from contract to closing

**SCAN ME** 



Our seasoned team of real

estate professions seamlessly

keeps the deal moving

773.255.6499



425.928.4061



david@frankesq.com



3400 Dundee Rd. • Suite 320 Northbrook • IL 60062

Available nights

and weekends



thedavidfranklawgroup.com

**Call Us Today To Learn More!** 

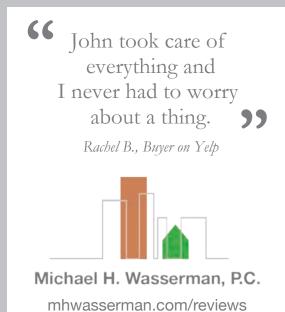
#### **TOP 250 STANDINGS**

Teams and individuals from January 1, 2024 to January 31, 2024

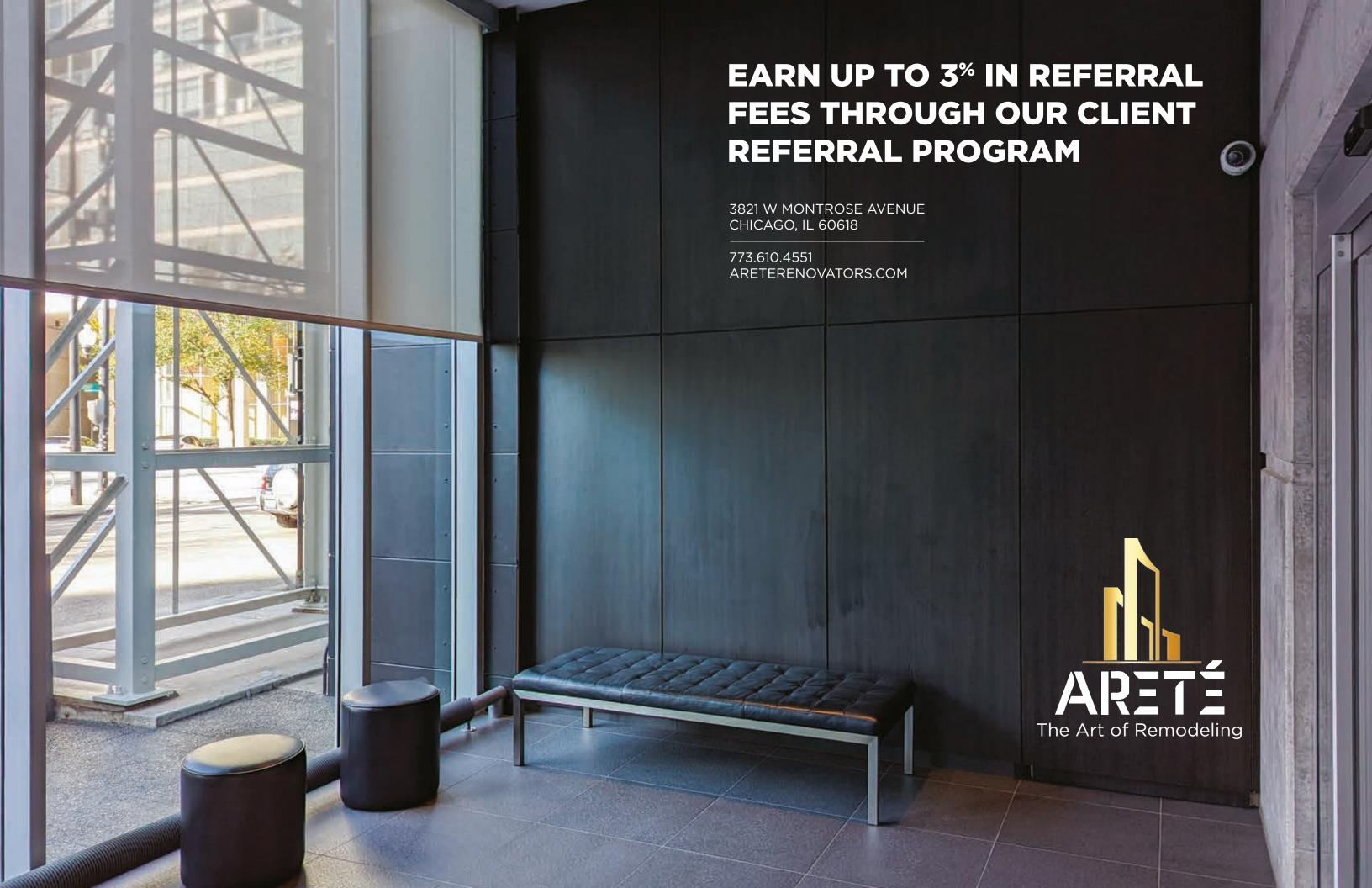
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	De Janette	Cummings	1	\$618,550	1	\$618,550	2	\$1,237,100
152	Marlene	Rubenstein	0	\$018,550	2	\$1,235,000	2	\$1,237,100
153	Susan	O'Connor	1	\$450,000	2	\$7,235,000	3	\$1,232,500
			2		1		3	
154	Elizabeth	Caya		\$905,000		\$320,000	1	\$1,225,000
155	Hannah	Roesch	0	\$0	1	\$1,224,800		\$1,224,800
156	Luca	Lollino	1	\$1,224,800	0	\$0	1	\$1,224,800
157	Kelly	Johnson	2	\$1,217,000	0	\$0	2	\$1,217,000
158	Kathryn	Schrage	1	\$660,000	1	\$555,000	2	\$1,215,000
159	Nedal	Kawash	0	\$0	1	\$1,215,000	1	\$1,215,000
160	Christopher	Lobrillo	5.5	\$1,213,700	0	\$0	5.5	\$1,213,700
161	Michael	Hall	2	\$1,200,000	0	\$0	2	\$1,200,000
162	Sheila	Dantzler	0	\$0	1	\$1,200,000	1	\$1,200,000
163	Megan	Wood	1	\$384,375	1.5	\$811,000	2.5	\$1,195,375
164	Jonathan	Lavinier	1	\$1,195,000	0	\$0	1	\$1,195,000
165	Dawn	Mckenna	0.5	\$165,000	2	\$1,027,000	2.5	\$1,192,000
166	Patrick	Alvarez	1	\$555,088	1	\$635,000	2	\$1,190,088
167	Adam	Zenullahi	1	\$237,000	3	\$949,500	4	\$1,186,500
168	Sophia	Klopas	1.5	\$566,250	1.5	\$612,800	3	\$1,179,050
169	Barbara	O'Connor	0.5	\$250,000	1	\$928,050	1.5	\$1,178,050
170	Jeanne	Keating	0	\$0	2	\$1,175,000	2	\$1,175,000
171	Steven	Jurgens	1	\$700,000	1	\$474,900	2	\$1,174,900
172	Brian	Connolly	1.5	\$1,173,000	0	\$0	1.5	\$1,173,000
173	Alcides	Rodriguez	2	\$1,170,000	0	\$0	2	\$1,170,000
174	Karrin	Algas	2	\$1,170,000	0	\$0	2	\$1,170,000
175	Michelle	Browne	1.5	\$470,175	1	\$692,000	2.5	\$1,162,175
176	Brian	Moon	2	\$1,160,872	0	\$0	2	\$1,160,872
177	Lisamarie	Dafnis	0	\$0	1	\$1,160,675	1	\$1,160,675
178	Connie	Engel	1	\$725,000	1	\$430,000	2	\$1,155,000
179	Kalina	Pon	0	\$0	1	\$1,155,000	1	\$1,155,000
180	Diana	Soldo Massaro	4	\$1,152,600	0	\$0	4	\$1,152,600
181	Kimberly	Bowman	1	\$1,150,000	0	\$0	1	\$1,150,000
182	Armando	Chacon	1	\$635,000	1	\$515,000	2	\$1,150,000
183	Diana	Radosta	0	\$0	1	\$1,149,000	1	\$1,149,000
184	Nick	Riggio	0	\$0	2	\$1,140,000	2	\$1,140,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Patrick	Ryan	0	\$0	2	\$1,130,000	2	\$1,130,000
186	Prashanth	Mahakali	1	\$1,130,000	0	\$0	1	\$1,130,000
187	Christina	Carmody	0	\$0	1	\$1,130,000	1	\$1,130,000
188	Joe	Zimmerman	2	\$1,130,000	0	\$0	2	\$1,130,000
189	Judith	Pielet	1.5	\$690,000	1	\$440,000	2.5	\$1,130,000
190	Jane	Gabriel	0	\$0	1	\$1,125,000	1	\$1,125,000
191	Amanda	Mcmillan	0	\$0	1	\$1,125,000	1	\$1,125,000
192	Robert	Safranski	1	\$1,125,000	0	\$0	1	\$1,125,000
193	Chikuan	Wu	1	\$757,500	1	\$355,000	2	\$1,112,500
194	Kristofer	Nowak	0	\$0	2	\$1,110,000	2	\$1,110,000
195	Phyllis	Smith	1	\$472,500	2	\$632,500	3	\$1,105,000
196	Lisa	Madonia	1	\$1,102,000	0	\$0	1	\$1,102,000
197	Darby	Zwagerman	0	\$0	1	\$1,100,000	1	\$1,100,000
198	John	Wyman	1	\$398,750	1	\$700,000	2	\$1,098,750
199	Peggy	Sersen	0	\$0	1	\$1,085,000	1	\$1,085,000
200	Jacob	Steinle	1	\$1,085,000	0	\$0	1	\$1,085,000

**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.







#### **TOP 250 STANDINGS**

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Alan	Cosby	0	\$0	1	\$1,080,000	1	\$1,080,000
202	David	Wisneski	1	\$1,080,000	0	\$0	1	\$1,080,000
203	Steven	Acoba	1	\$513,000	1	\$565,000	2	\$1,078,000
204	Kate	Gaffey	0	\$0	2	\$1,070,000	2	\$1,070,000
205	Karl	Vogel	0	\$0	1	\$1,065,000	1	\$1,065,000
206	Alice	Berger	1	\$1,065,000	0	\$0	1	\$1,065,000
207	Megan	Hagans	1	\$1,060,000	0	\$0	1	\$1,060,000
208	R. Matt	Leutheuser	0	\$0	1	\$1,060,000	1	\$1,060,000
209	Lynda	Sanchez-Werner	4.5	\$1,053,700	0	\$0	4.5	\$1,053,700
210	Michael	Galvan	1	\$1,050,000	0	\$0	1	\$1,050,000
211	Brett	Murphy	0	\$0	1	\$1,050,000	1	\$1,050,000
212	Joseph	Glorioso	1	\$573,000	1	\$475,000	2	\$1,048,000
213	Marc	Zale	0	\$0	2	\$1,045,000	2	\$1,045,000
214	Andres	Olaez	1	\$290,000	3	\$751,000	4	\$1,041,000
215	Karen	Ranquist	1	\$1,040,000	0	\$0	1	\$1,040,000
216	Bryan	Eugenio	0	\$0	1	\$1,040,000	1	\$1,040,000
217	Fernando	Rocha	0.5	\$140,000	3	\$895,000	3.5	\$1,035,000
218	Alice	Tse	2	\$1,029,000	0	\$0	2	\$1,029,000
219	Ronda	Fish	1	\$300,000	1	\$725,000	2	\$1,025,000
220	Samuel	Ciochon	0	\$0	2	\$1,010,500	2	\$1,010,500
221	Eva	Diaz	2	\$754,000	1	\$255,000	3	\$1,009,000
222	Daniel	Close	0	\$0	1	\$1,000,000	1	\$1,000,000
223	Ali	Bakir	0	\$0	1	\$1,000,000	1	\$1,000,000
224	Bradley	Brondyke	1	\$1,000,000	0	\$0	1	\$1,000,000
225	Jon	Gerstein	1	\$250,000	1	\$750,000	2	\$1,000,000
226	Nancy	Tassone	1	\$1,000,000	0	\$0	1	\$1,000,000
227	Harmony	Zhang	0	\$0	2	\$990,000	2	\$990,000
228	Meredith	Beebe	0	\$0	2	\$990,000	2	\$990,000
229	Samantha	Partrick	1	\$380,000	1	\$606,000	2	\$986,000
230	Katie Jean	Colquhoun	1.5	\$690,000	1	\$285,000	2.5	\$975,000
231	Peter	Kozera	0	\$0	1	\$975,000	1	\$975,000
232	Stephanie	Cutter	3	\$972,000	0	\$0	3	\$972,000
233	Helaine	Cohen	0.5	\$167,500	1	\$800,000	1.5	\$967,500
234	Aaron	Zaretsky	0	\$0	1	\$965,000	1	\$965,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Eric	Sporinsky	0	\$0	1	\$960,000	1	\$960,000
236	Greg	Whelan	0	\$0	2	\$956,000	2	\$956,000
237	Stephanie	Loverde	0	\$0	2	\$955,000	2	\$955,000
238	Ramsey	Al-Abed	0	\$0	1	\$955,000	1	\$955,000
239	Ashley	Kaehn	3	\$955,000	0	\$0	3	\$955,000
240	Charese	David	0	\$0	2	\$950,000	2	\$950,000
241	Erin	Mcshea	0	\$0	2	\$949,500	2	\$949,500
242	Jacob	Reiner	2	\$947,500	0	\$0	2	\$947,500
243	Robin	Phelps	1	\$945,000	0	\$0	1	\$945,000
244	Hayley	Westhoff	0.5	\$375,000	2	\$570,000	2.5	\$945,000
245	Erick	Matos	0	\$0	2	\$945,000	2	\$945,000
246	Rizwan	Gilani	0.5	\$156,250	1.5	\$787,500	2	\$943,750
247	Matthew	Todd	1	\$943,000	0	\$0	1	\$943,000
248	Lisa	Sanders	1.5	\$422,500	2	\$520,000	3.5	\$942,500
249	Chloe	Ifergan	1	\$940,000	0	\$0	1	\$940,000
250	Shannon	Sutton	1	\$315,000	1	\$620,000	2	\$935,000

**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.



# **Custom Fencing Solutions**

Combining luxury and safety to create custom fencing solutions.

#### WE OFFER THE FOLLOWING PRODUCTS

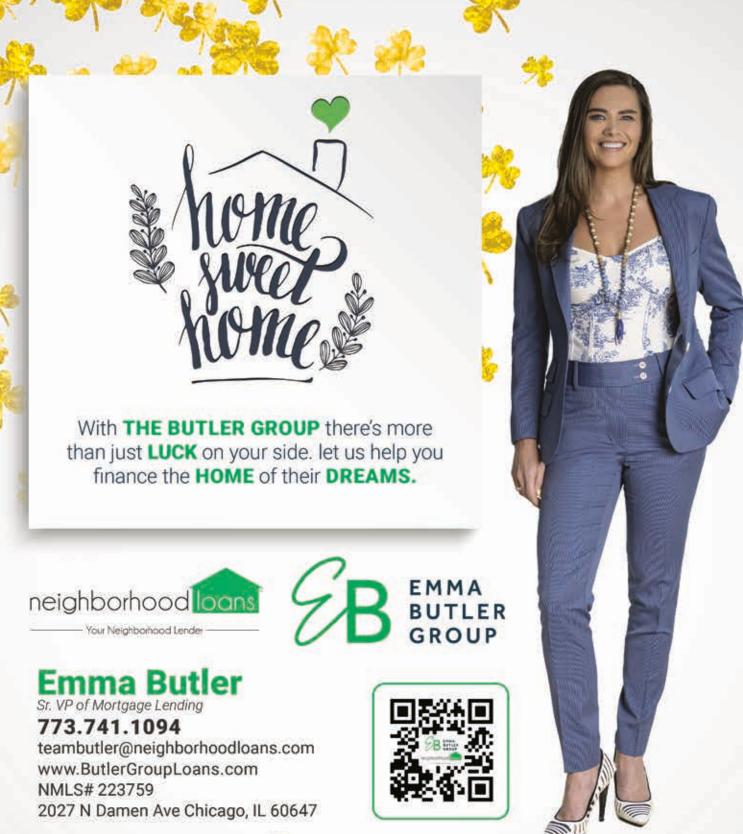
- Cedar Fences
- IIII Steel Fences
- Winyl Fences
- Composite (PVC) Fences
- IIII Custom Gates

CALL FOR A QUOTE TODAY.

IIII Aluminum Fences

(312) 600.3690

www.bespokefence.com





















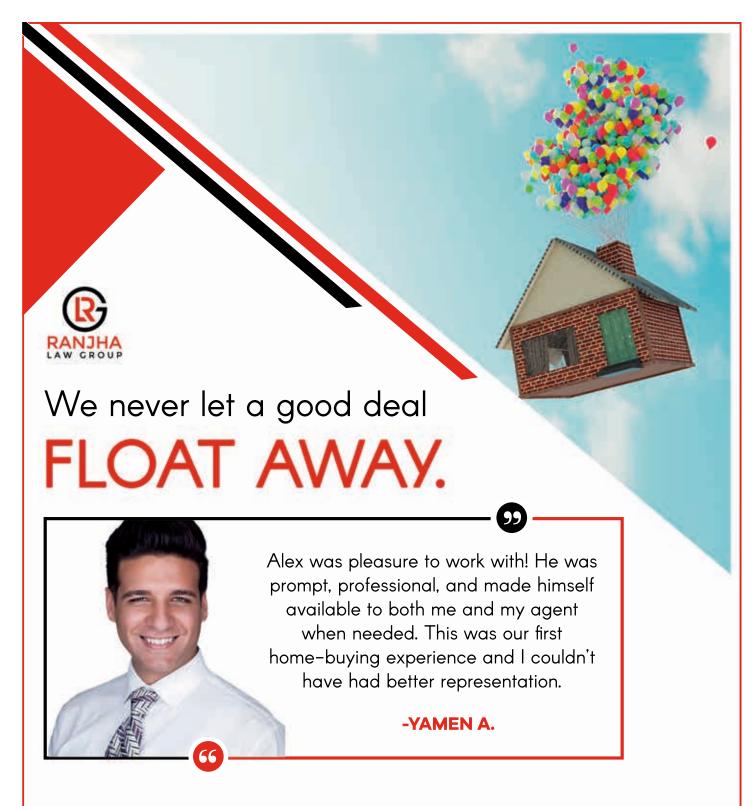








Neighborhood Loans; 1333 Butterfield Rd. Suite 600 Downers Grove, IL 60515. 1.800.207.8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender, Not an agency of the federal government. All loans are subject to credit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



#### **CLOSE YOUR NEXT DEAL WITH US!**

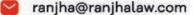
With over 75 years of combined experience, our seasoned staff are more than ready to take your client on a stress-free journey to the closing table!

Let us be your **EXECUTIVE LEGAL TEAM** at your service (312) 890-2885











www.ranjhalaw.com



