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**Agent Feature:**  
Jessica DeVries

**On the Rise:**  
Krysti Cioch

**Partner Spotlight:**  
DuPage Radon Contractors

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MARCH 2024



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

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**PUBLISHER'S note**

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 Elaine Pagels, Michael LaFido, Sheena Baker, Dawn McKenna, Lauren Walz, and J Maggio 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 *DuPage 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 36!



**Andy Burton**  
Publisher

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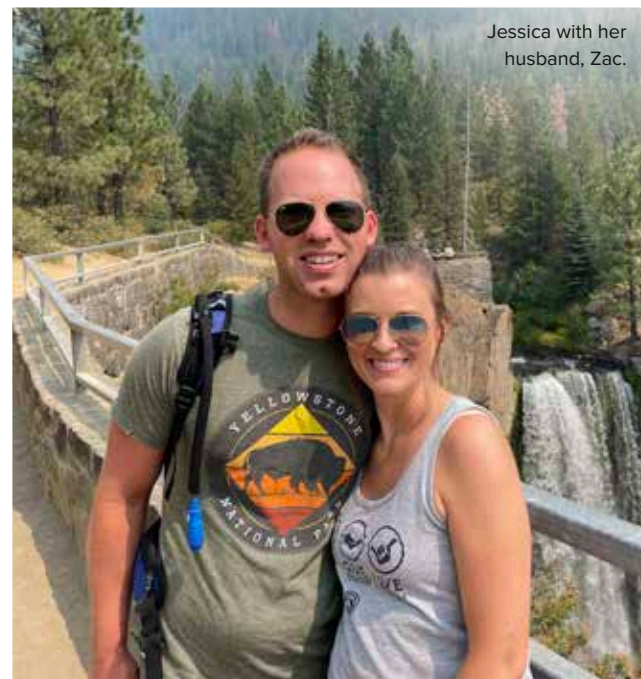
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# Jessica DeVries

## BUILDING FOR THE FUTURE

“Selling books door-to-door was absolutely one of the hardest jobs I’ve ever had. I was met with rejection seven out of every ten doors I knocked on. Most people were friendly enough, though, when they would abruptly say, ‘We’re not interested’ before I even had a chance to explain what I was doing,” says Jessica DeVries, principal agent of the DeVries Team with Southwestern Real Estate in Sugar Grove. “The experience taught me how to stay positive through adversity and to keep the long-term goal in mind, among other things.”

Originally from Charlotte, North Carolina, Jessica spent her college summers in a sales and leadership program called Southwestern Advantage. She would join a group of college students who would relocate for the summer and run a business selling educational books door-to-door. The Nashville-based program is part of the, now international, Southwestern Family of Companies. Founded in 1855, it is the oldest direct-selling company in the country.



Jessica with her husband, Zac.

“The Southwestern Family of Companies comprises organizations across a range of industries, all with the shared goal of investing in purpose-driven people who are inspired to build principle-guided businesses that impact the world,” explains Jessica.

After graduating from the University of North Carolina at Chapel Hill with a degree in mathematical decision sciences and operations research (i.e., statistics) and completing five years with Southwestern Advantage, Jessica began considering her career choices. Southwestern Real Estate was the newest sister company at Southwestern Family of Companies. Wanting to put her degree to good use, Jessica joined the already four other REALTORS® in 2014 to continue growing its first office in Chicagoland.



“I originally wanted to become an actuary and do risk management for insurance companies,” says Jessica. “But I realized I thrived most when I was out of the office and helping people versus working behind a computer screen all day.”

“Honestly, being a REALTOR® couldn’t be a better fit!” she adds. “After all, real estate is a market, so I get to put my stats skills to use, and I still get a healthy amount of computer time.”

The shift from book sales to real estate was a big adjustment for Jessica, especially with having to move from the mild winters of North Carolina to the cold and snowy ones in Illinois. What’s more, Jessica didn’t know a single person here except for her husband, Zac, whom she’d met in the Southwestern Advantage program.

“It was a gamble to try and build a referral-based real estate business in an area where I knew no one,” says Jessica. “Zac and I both moved here to become 100 percent commission-based salespeople. Neither one of us had any immediate connections. I’m proud to report that we both still have the same jobs, now almost ten years later, and have planted some wonderful long-term roots here.”

Recently, the two embarked on their biggest personal challenge to date: parenthood. On March 21, 2023, the couple welcomed their son, Carson, into the world. While not a stranger to facing professional and personal obstacles head-on, Jessica has found being a full-time mom and full-time REALTOR® a tough balance, but ultimately, an achievable goal.

“I want to show other hardworking REALTORS® that there’s a way to live a good life, be fully present with family, and run a successful business. It doesn’t mean you have to work 24/7,” says Jessica. “Through developing systems and finding the right people, you can build a beautiful, non-chaotic life as a REALTOR®.”

“Too often I see agents running themselves ragged,” she says. “Last year, between maternity leave, weekends, and travel, I took almost six months off from my business. I’m beyond grateful I was able to take that invaluable time, and all while, have the peace of mind that my business was still moving forward.”

Now back to leading her team and serving clients, Jessica is as passionate about real estate as she was in those early days. Looking ahead, she hopes to continue growing her team while also expanding her investment portfolio. Jessica and Zac currently own three properties and aim to purchase a new property every year going forward. “Ideally, the next property purchase will be a ranch home with a little land—to encourage my parents to make the move from their alpaca farm in NC and join us here. I’m keeping fingers crossed!” she says.

“Being in this business offers me an advantage that I’d love to capture as I continue to learn more about real estate investing,” she continues. “I don’t want to be grinding hard at work when I’m seventy years old. I



“I’ll always have some hand in working with real estate clients because I truly love what I do.”

want to build a financially secure and valuable business that can be successfully run by others so that I can buy my time back. But I’ll always have some hand in working with real estate clients because I truly love what I do.”

When she does get a break, Jessica focuses on quality time with Zac, Carson, and their two shelties and two cats, whether at home, or traveling in their teardrop camper trailer—they usually travel across the country for two weeks in the fall, or spending time at their lake house in Michigan. Jessica also carves out time to stay active, recently recommitting to hot yoga sculpt classes before the sun rises. She’s also committed to volunteering with local animal organizations. It all makes for a busy schedule, but Jessica wouldn’t have it any other way.

“I’ve found it rewarding to build a referral-based business with clients who often become friends,” she says. “I truly care and want what’s best for others. If anyone asks me for help, I will do everything within my power to help them.”



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# DAN POTTER

## DuPage Radon Contractors

### *Saving Lives*

**“Ten years ago, few people had heard of radon,” says Dan Potter of DuPage Radon Contractors in Warrenville. “That is kind of terrifying considering research indicates radioactive radon kills more people in Illinois than home fires, smoke from fires, carbon monoxide, lead, and asbestos combined. More than 40 percent of Illinois homes have high levels of radioactive radon.”**

Now that radon tests are a crucial part of home inspections, DuPage Radon Contractors has emerged as one of the established leaders in radon mitigation. Dan Potter and his business partner, Shawn Swallow, lead a preeminent group of experts in the installation of radon mitigation systems for health reasons, and in conjunction with property sales, for residential and commercial properties.

Dan began his career in the home services industry early in life. “Money got tight for my family when I was in high school, so I worked construction

forty hours a week during the school year and nearly twice that during breaks,” says Dan. “But it really wasn’t daunting because my father had taught me how to enjoy work by developing a strong sense of task accomplishment. I’ll always appreciate that impactful, lifelong lesson.”

Dan also enrolled in a two-year building trades program to use the vocation to pay for his bachelor’s and master’s degrees. Afterward, he found he liked remodeling businesses as much as he liked remodeling homes, so he stayed in the home services industry, running various start-ups, turnarounds, and fast-paced businesses over the years.

During the 2000s, Dan would get together with Shawn, his friend and past coworker, and they would talk about how much fun they had while working together. Eventually, the pair decided to buy a twenty-year-old radon mitigation firm together. Ten years later, the partnership is still working smoothly. Shawn runs most of the day-to-day office and field operations and heads up the commercial division. Dan covers marketing, sales, hiring, training, and efficiency projects.

“During our first week of ownership, I asked a broker what she would want in a ‘perfect’ radon company. She answered slowly and emphatically, ‘Don’t drop the ball!’ There and then, Shawn and I vowed to make that the differentiating characteristic of our service. We dot the i’s and cross the t’s. We are driven to do all the little things a little better. To date, our firm has installed over 15,000 high-quality, affordable radon systems throughout Chicago and its suburbs without [causing] a closing delay due to our service,” states Dan.



Dan and Shawn's incredibly aggressive attention to detail is especially appreciated in real estate transactions as the delay of a closing due to a radon mitigator's problems can jeopardize the sale. To ensure no delays occur due to sick employees, back-ordered parts, a vehicle that won't start, or the like, the firm has built many safeguards into their business including back-up vehicles, a cross-trained staff, and a warehouse of parts. They have also developed proprietary, mistake-reducing bidding software; post-installation checklists; and industry-leading installer training.

"My 'geek side' finds it especially fun to find and build process refinements to improve our clients' service experience," says Dan. "Tremendous client reviews are the big payback for me in that effort."

To best serve their clients and to better fit the aesthetics and needs of a given building, DuPage Radon Contractors offers one of the industry's widest selections of radon system options, including multiple fan combinations, eight standard colors for discharge pipes, two models of discharge piping, and even custom painting of systems. Additionally, the team cannot only activate an existing passive system, but they can also service any existing radon system, even if it was installed by another firm.

"Our in-home bids are free, the systems are guaranteed to lower the radon to below EPA standards, parts have a five-year warranty, and we offer help coordinating with homeowner associations," adds Dan.

Dan's focus on safety regarding radon goes beyond his business. He is deeply involved with the radon industry's trade group, Indoor Environments Association (formerly AARST). This group works to continually improve the performance of all radon testers and mitigators through the development and improvement

of standards and certifications, as well as drive public awareness and new radon policies.

Outside of running his business, Dan prioritizes quality time with his family and friends. His beautiful wife, Julia, and their two college-aged sons hold weekly online gaming nights to stay connected. Dan also loves to boat, water ski, snow ski, follow the Bears, and play pickleball. And with a group of tremendous friends, self-nicknamed the Supper Club, Dan and Julia dine out, see plays, and travel.



Dan Potter and his business partner, Shawn Swallow.



Dan and his wife, Julia, exploring Montenegro.



**My 'geek side' finds it especially fun to find and build process refinements to improve our clients' service experience...Tremendous client reviews are the big payback for me in that effort.**

Looking forward, Dan plans to continue growing his business and making a difference in the lives of others.

"While day-to-day it may look and feel like we are just performing home services, everyone at our company knows that we are also, quite literally, saving lives," Dan says. "Few jobs come with that kind of reward."

**To reach Dan and Shawn's team or to learn more about DuPage Radon Contractors's services, call 630-836-1918, or visit their website at <https://dupageradon.com>. (License # RNM2013210 & RNM2017203).**



## Seasonal Checklist

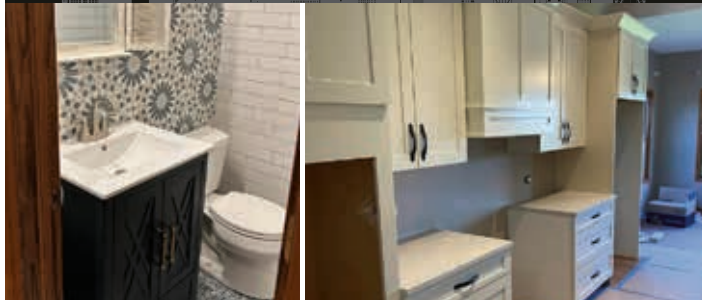
### IN THE SPRING

- Check for damage to your roof.
- Have a professional air conditioning contractor inspect and maintain your system as recommended by the manufacturer.
- Check your fire extinguishers and replace, if necessary.
- Check your home for water leaks.
- Check all the fascia and trim for deterioration.
- Replace all extension cords that have become brittle, worn or damaged.
- Check your water heater for rust, leaks, and other issues.

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▶ cover story

By Lauren Young  
Photos by KDE Photography

# Laura McGreal

Success Built from the Ground Up

When veteran REALTOR® Laura McGreal of @properties in Downers Grove found her career calling nearly twenty years ago, she didn't hesitate to begin to build the success she now enjoys. "I started at the bottom, working sixty or more hours a week, giving up most of my nights and weekends while in my twenties, which was not easy," she shares.

Originally from Tinley Park, Laura was encouraged by her parents to prioritize education and work hard so that she would never have to entirely depend on others. After graduating with a finance degree from Eastern Illinois University, Laura felt conflicted about where to take her career next. But a chance meeting set her path.

"I wasn't really sure what I wanted to do, but I ended up meeting a home builder at a job fair," says Laura. "I felt more excited about the opportunities with them [that company] than some of the banking jobs I was interviewing for. I took the leap and started my career in real estate."

Right after college, Laura began selling new construction homes with Pulte—a large, national home builder—in 2003, and eventually earned her real estate license in 2007. She spent more than eleven years with the company in sales and marketing roles. Though she enjoyed her time at Pulte Homes, she ultimately felt the pull to expand her reach and impact within the real estate industry.

"I love that I started my career with a large builder as it gave me so much experience and training—I had a required six-month mentorship, and I was given training in construction, financing, land acquisition, and



sales,” she says. “But in the end, I wanted to expand the number of people I worked with, including friends and family, which is why I became a REALTOR®.”

Since jumping into her career as a REALTOR® in 2014, Laura has leveraged her years of experience and robust training in new construction, sales, and marketing in the fast-paced real estate market. And throughout, she’s had to learn to adjust her approach and adopt new techniques to meet clients’ needs and the ever-changing housing landscape.

“Since the pandemic, with less inventory in the market, it’s been tough to find people exactly what they are looking for in their price range,” Laura notes. “I love strategizing and working with local contractors and designers to get my clients their dream homes. Sometimes you have to have vision and think outside the box. For example, a recent client bought a home under their price point. I then connected them with a new construction lender, and I introduced them to a contractor and a designer I trust. The client wouldn’t have been able to find

their desired end product, especially within their desired location, in this current market—at least not without multiple offers.”

After leaving Pulte Homes, Laura joined Dream Town Real Estate with a longtime partner. She continued to sell new construction developments in the city while also selling resale homes. After moving to Downers Grove, however, Laura made the decision to join @properties, a company with a great reputation back in her hometown, and soon formed her own team, the Laura McGreal Group.

Laura’s team includes REALTORS® Lauren Schwartz, Megan Studencki, and Katy O’Donnell. Their unique backgrounds as well as their experiences living and working in different parts of the western and south suburbs comprise a cross-section of nearly every imaginable real estate challenge, making the team a valuable and trusted partner to their clients.

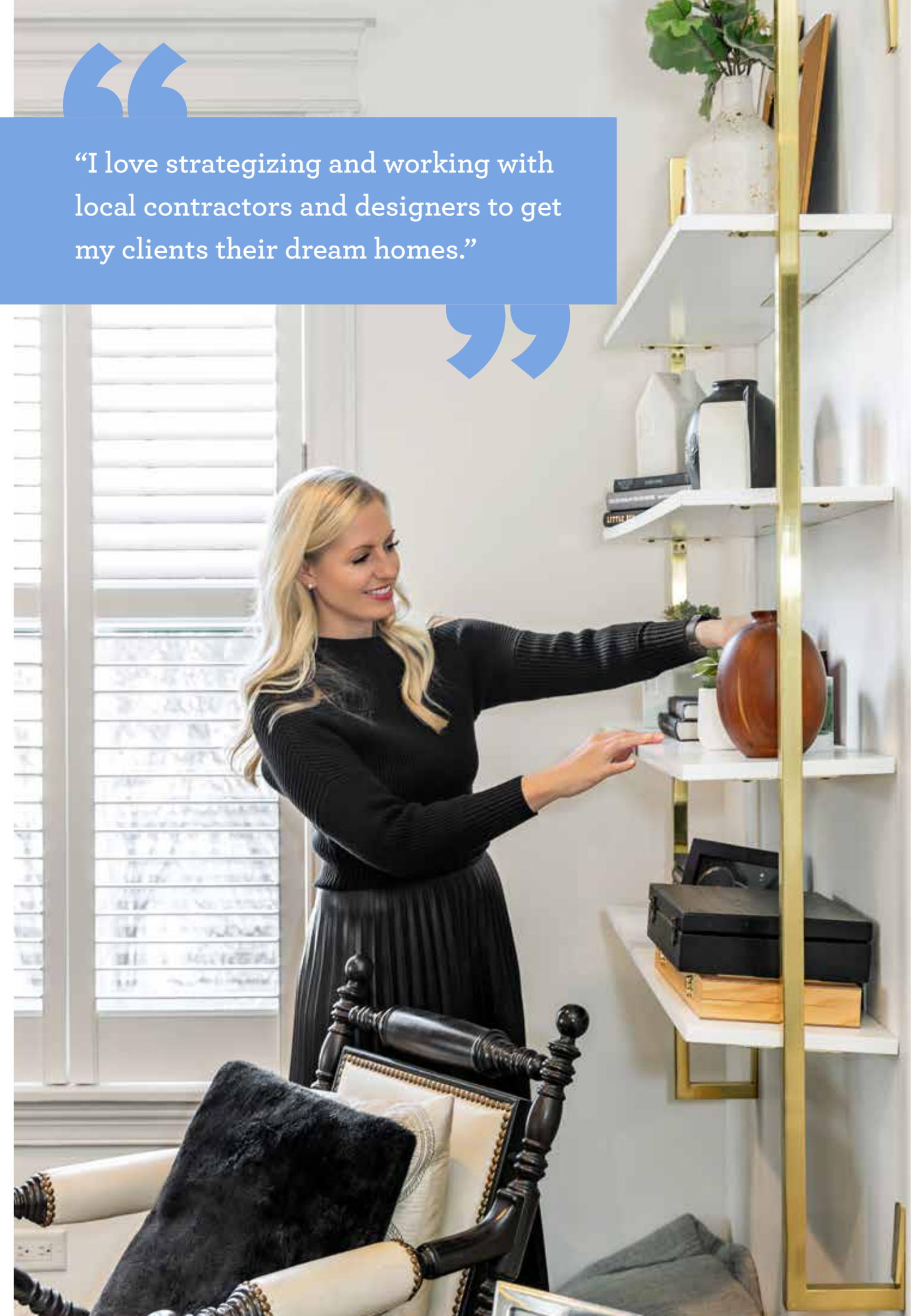
“Our team maximizes our effectiveness by excelling at communication with each other and within our network,” says Laura. “When one of us or our clients has a question, we reach out and ask each other. If we still can’t find the answer, we’ll turn to our brokerage and our managing brokers. We all want each other to be successful.”



“

“I love strategizing and working with local contractors and designers to get my clients their dream homes.”

”



When not selling real estate, Laura prioritizes giving back to her local community through charitable organizations and volunteering at her daughters' school. She has been active in Blessings in a Backpack, a group that raises awareness about childhood hunger and provides food for meals on the weekends for children who, during the week, depend on school meals as their primary source of nutrition. Laura is part of a small group of moms at the school who help organize, pack, and distribute food, anonymously, to the kids who need it on a weekly basis.

Laura also spends her much-earned downtime with her husband of over fifteen years, Roger; their two daughters, Ceili (11) and Ellie (9); and their huge Bernese mountain dog, Bear. She also loves to travel, try new restaurants, and play volleyball with a close group of friends. It's always been important to Laura to balance her time between her personal life and her career.

"My goal was to establish my career before having a family," explains Laura. "My husband has always been extremely supportive of my business. And now that we have a family, I'm passionate about showing my daughters that if you work hard, treat people right, and find a way to give back, good things will happen in life."

Laura claims she can't imagine doing anything other than being a REALTOR®. And even though real estate has been her one and only job, and she has nearly twenty years under her belt, Laura says with a smile, "I'm just getting started."

"Even with the highs and lows of this business, I love it," states Laura. "I never thought I would be able to work for myself. This [industry] has its pluses and minuses, but this career is fulfilling and can be fun, too. I've not only worked with great clients, but also with great colleagues and other professionals connected to our industry."



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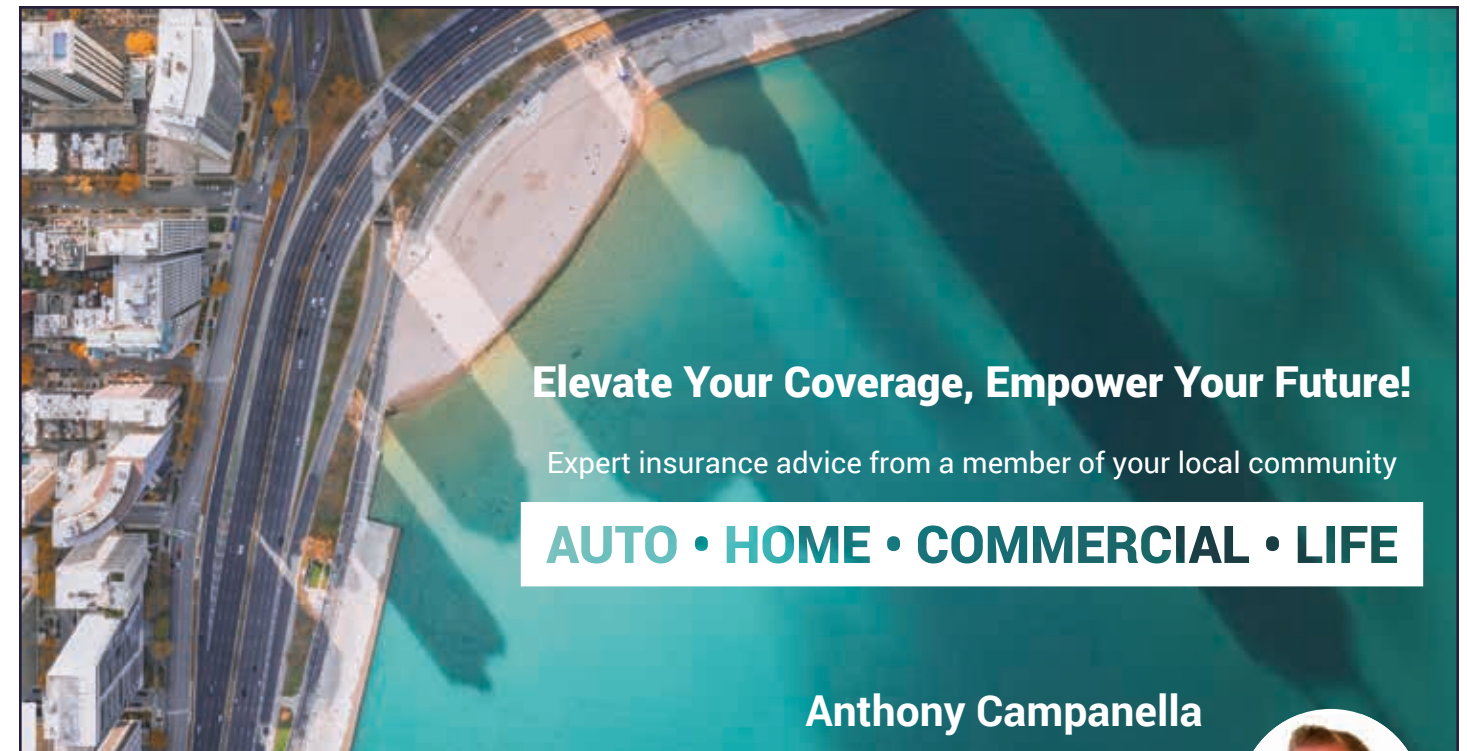
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# CI OCH

# KRYSTI

## » on the rise

By Lauren Young  
Photos by KDE Photography

## RAISING THE BARRE

**“Ballet taught me many lessons about commitment and discipline,” says broker Krysti Cioch of Platinum Partners REALTORS® in Downers Grove. “It not only taught me to work hard for myself, but also for the people around me. When you commit to things like that it involves everyone around you, and you all have to work toward the same common goal.”**

Growing up in Richmond, Illinois, a small town on the border of Wisconsin, Krysti watched closely as her mother, a first grade teacher, and her father, a local business owner, engrained themselves into their community. Her parents became her models for how to interact and engage with people.

“My dad is a natural-born salesman and is the person who showed me how to talk to people,” she says. “To this day I go to my dad for advice about running my business and to brainstorm sales tactics for trickier properties.”

In junior high, Krysti began competitive dance and ballet. Inspired by her own ability and by her studio director, Tina Lendman, Krysti went on to earn a bachelor’s degree in dance performance from Northern Illinois University. Tina was another early influencer in Krysti’s approach to people and business.

“Tina was always great at multitasking; I learned how to tackle multiple problems at once from her,” says Krysti. “As an adult, I can now see how much she was doing behind-the-scenes while still being the most caring and nurturing human to her students. Tina was never too busy for her students.”

After college, Krysti jumped into the hospitality industry. For five years, she served as the sales director and off-site coordinator for Honest Foods Catering. The company primarily

catered for the casts and crews of TV shows and commercials, but Krysti helped Honest Foods expand into weddings and other events. The job was physically demanding and time intensive—she worked sixty to ninety hours per week—but she found it rewarding, and it allowed her to develop strong organizational skills.

Next, she moved to an events role at a prominent Chicago restaurant—another intense position that brought her close to burn out. And when her closest aunt was diagnosed with ovarian cancer, it forced Krysti to reflect on her priorities.

“I remember getting on the elevator at work on the first day of her chemo [treatment], and realizing how crazy it was to be so stressed about helping people plan dinners and parties when the people I love had real problems,” says Krysti. “My clients had very high expectations and we frequently lost sight of the purpose: to break bread and spend time with the people who are important to you. I wanted to make a change in my life, but had no idea what to do.”



Krysti with her husband, Josh and their son.

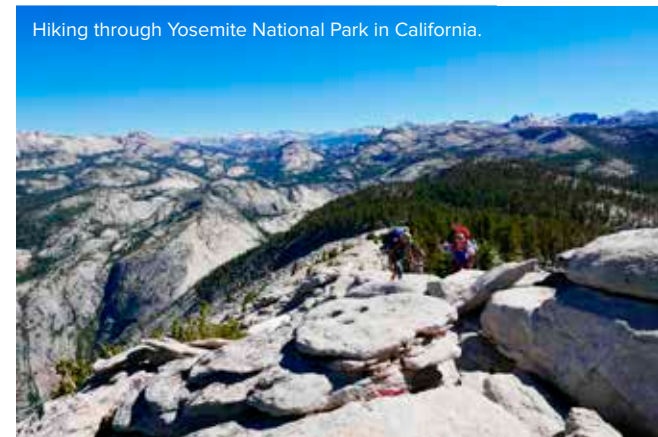
Around this same time Krysti and her husband, Josh, began talking about starting a family. It was clear the sixty-hour workweeks and late nights were not a long-term option, so Krysti explored many career possibilities, eventually settling on real estate because of its match to her organization and personal connection-building skills. She saw it also would allow her the flexibility to balance her work life and personal life.

“I had a picture in my mind of the kind of mom I wanted to be, and that didn’t include working long hours every week in an office,” says Krysti. “I wanted to be home for bedtime. I wanted to be the classroom helper. I wanted to do all the little things that I knew would slip between the cracks if I didn’t switch careers.”

At the beginning of her journey in real estate, Krysti juggled building her network while also working as a restaurant server in the evenings. When she became pregnant, she took naps in her car between jobs. All told, she'd worked both jobs full-time for two years before the COVID pandemic shut down much of the hospitality industry. While we all faced a nerve-racking and uncertain future at that time, "I was also a scared new mom," explains Krysti: her son, Jamison, was born in May of 2020.

It was around this time when REALTOR® Sabrina Glover first approached Krysti with the idea of joining her team. "I'd spent a good amount of time self-reflecting on what I wanted to do and where I wanted to go. Sabrina and I had a very honest conversation and I committed to the Glover Team. It was the best decision I could have made," affirms Krysti.

**"REAL ESTATE IS AT THE CENTER OF EVERYTHING I DO. IT'S JUST GREAT THAT I GET TO DO THAT AND THE OTHER THINGS I WANT TO DO, WHILE HELPING PEOPLE WITH SUCH A MAJOR LIFE EVENT."**



Hiking through Yosemite National Park in California.



She ended up having a successful 2021 on her new team, and she became its Chicago expert. Since then, Krysti has leaned into being a mentee of Sabrina, Diane Coyle, and her other agent colleagues. She's learned a lot in this very short time, including that she can still depend on her instincts, strong communication skills, and the lessons gleaned from her past experiences.

When not developing herself and her business, Krysti shares a passion for adventure with her husband. The pair have explored many national parks—even getting engaged, married, and honeymooning in different

park locations—and are US National Parks enthusiasts. Since Jamison was born, they haven't been able to get to as many distant destinations—they do more "car camping" these days. However, they stay active in their new community—they recently relocated from Chicago to the suburbs—including getting involved in local toy drives and charity events.

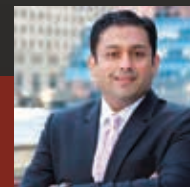
"My mom has always joked that I'm not happy unless I'm doing twelve things at once," says Krysti. "Real estate is at the center of everything I do. It's just great that I get to do that and the other things I want to do, while helping people with such a major life event."

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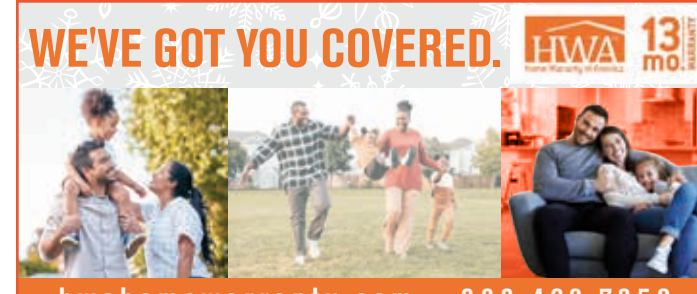
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# WINTER EVENT

Agent Panel and Winter Social sponsored by Bill Pendley with Caliber Home Loans Hosted by Santo Cielo

Photos by KDE Photography and Cris Cunningham Photography



It was a pleasure hosting the *DuPage Real Producers* panel and winter social this year! In an outstanding exchange of ideas, Elaine Pagels, Michael LaFido, Sheena Baker, Dawn McKenna, and Lauren Walz shared their expertise on real estate. Thank you J Maggio for moderating the morning.

The panel was followed by a delightful social at Santo Cielo, we hope you all had the opportunity to reconnect. A huge shout out to Bill Pendley and Caliber Home Loans for helping to make this all happen.

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!



# WINTER EVENT RAFFLE WINNERS

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

Marianne Kearney won an Oprah's favorites things bundle that included Beats Studio Pro, Barefoot Dreams socks, and Oprah's favorite tote from Tia Duderstadt with HWA.



Deb Ritter won an Amazon Kindle Scribe from Archie Vetter with Neighborhood Loans.



Mike Berg won an in-home theater bundle that included a movie projector, screen, speaker, and Fire TV stick from Bill Pendley with Caliber Home Loans.





# TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	7	\$6,379,800	2	\$2,008,000	9	\$8,387,800
2	Kim	Dalasky	3	\$4,670,000	3	\$2,370,000	6	\$7,040,000
3	Megan	McCleary	1	\$3,384,000	1	\$3,384,000	2	\$6,768,000
4	Dawn	McKenna	3	\$5,682,500	0	\$0	3	\$5,682,500
5	Bryan	Bomba	1	\$1,600,000	2	\$4,075,000	3	\$5,675,000
6	Oriana	Van Someren	1	\$2,700,000	1	\$2,700,000	2	\$5,400,000
7	Susan	Hoerster	2	\$940,000	4	\$3,252,400	6	\$4,192,400
8	Patricia	DiCianni	2	\$2,910,000	1	\$651,000	3	\$3,561,000
9	Kris	Berger	1	\$2,860,000	1	\$415,000	2	\$3,275,000
10	Renee	Hughes	2	\$2,131,000	2	\$1,085,000	4	\$3,216,000
11	Briana	Murray	1	\$1,299,000	1	\$1,882,500	2	\$3,181,500
12	Linda	Little	5	\$3,018,680	0	\$0	5	\$3,018,680
13	Nathan	Stillwell	2	\$2,319,000	1	\$625,000	3	\$2,944,000
14	Trevor	Pauling	2	\$1,600,000	1	\$1,310,000	3	\$2,910,000
15	Ryed	Douedari	0	\$0	1	\$2,860,000	1	\$2,860,000
16	Ihab	Riad	1	\$1,345,000	1	\$1,345,000	2	\$2,690,000
17	Kelly	Stetler	0	\$0	2	\$2,551,000	2	\$2,551,000
18	Maureen	Rooney	4	\$1,637,000	1	\$835,000	5	\$2,472,000
19	Jeffrey	Proctor	1	\$1,225,500	1	\$1,225,500	2	\$2,451,000
20	Lina	Shah	2	\$2,119,000	1	\$310,000	3	\$2,429,000
21	Linda	Feinstein	3	\$2,400,000	0	\$0	3	\$2,400,000
22	Sharon	Sodikoff	0	\$0	1	\$2,375,000	1	\$2,375,000
23	Kerry	Koranda	1	\$2,375,000	0	\$0	1	\$2,375,000
24	Alice	Chin	2	\$2,305,000	0	\$0	2	\$2,305,000
25	Geri	McCafferty	1	\$755,000	1	\$1,495,000	2	\$2,250,000
26	Luljeta	Bajraktari	1	\$2,100,000	0	\$0	1	\$2,100,000
27	Danelle	Antipov	0	\$0	1	\$2,100,000	1	\$2,100,000
28	Cheryl	McDonald	1	\$567,000	2	\$1,500,000	3	\$2,067,000
29	Jennifer	Iaccino	0	\$0	2	\$2,030,000	2	\$2,030,000
30	Joseph	DiCianni	0	\$0	2	\$2,011,000	2	\$2,011,000
31	Puneet	Kapoor	2	\$1,337,000	1	\$640,000	3	\$1,977,000
32	Tina	Porterfield	1	\$855,000	1	\$1,075,000	2	\$1,930,000
33	Sangeeta	Kapoor	0	\$0	2	\$1,904,175	2	\$1,904,175
34	Kim	Moustis	2	\$649,900	2	\$1,215,000	4	\$1,864,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Christine	Wilczek	3	\$1,832,000	0	\$0	3	\$1,832,000
36	Kimberly	Brown-Lewis	0	\$0	4	\$1,762,000	4	\$1,762,000
37	Michael	Berg	5	\$1,757,000	0	\$0	5	\$1,757,000
38	Zilola	Chulieva	0	\$0	1	\$1,750,000	1	\$1,750,000
39	Ginny	Stewart	1	\$1,650,000	0	\$0	1	\$1,650,000
40	Kari	Wilson	0	\$0	4	\$1,626,900	4	\$1,626,900
41	Craig	Sebert	1	\$739,000	1	\$875,000	2	\$1,614,000
42	Gary	Hersted	0	\$0	1	\$1,600,000	1	\$1,600,000
43	Riz	Gilani	0	\$0	1	\$1,600,000	1	\$1,600,000
44	Linda	Hall	1	\$1,600,000	0	\$0	1	\$1,600,000
45	William	White	2	\$1,135,000	1	\$460,000	3	\$1,595,000
46	Marie	McCall	0	\$0	1	\$1,560,000	1	\$1,560,000
47	Sam	Dweydari	0	\$0	1	\$1,525,000	1	\$1,525,000
48	Natalie	Weber	1	\$1,495,000	0	\$0	1	\$1,495,000
49	Jen	Coyte	1	\$1,475,000	0	\$0	1	\$1,475,000
50	Elaine	Pagels	1	\$325,000	3	\$1,150,000	4	\$1,475,000

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

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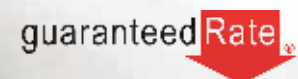


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# TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jennifer	Conte	1	\$1,470,000	0	\$0	1	\$1,470,000
52	Luke	Jorwic	0	\$0	1	\$1,470,000	1	\$1,470,000
53	Laura	Topp	0	\$0	1	\$1,468,000	1	\$1,468,000
54	Kristen	Jungles	1	\$1,454,418	0	\$0	1	\$1,454,418
55	Lynda	Wehrli	0	\$0	2	\$1,440,000	2	\$1,440,000
56	Anne	Monckton	0	\$0	1	\$1,375,000	1	\$1,375,000
57	Yaser	Zabadneh	1	\$685,500	1	\$685,500	2	\$1,371,000
58	Maureen	Flavin	2	\$872,500	1	\$478,000	3	\$1,350,500
59	Cynthia	Windeler	2	\$1,335,000	0	\$0	2	\$1,335,000
60	Troy	Cooper	2	\$1,150,000	1	\$183,900	3	\$1,333,900
61	Tom	Fosnot	1	\$470,000	2	\$830,000	3	\$1,300,000
62	Michael	O'Neill	0	\$0	1	\$1,299,000	1	\$1,299,000
63	Virginia	Jackson	0	\$0	2	\$1,256,210	2	\$1,256,210
64	Jessica	Konkowski	0	\$0	1	\$1,250,000	1	\$1,250,000
65	Leigh	Marcus	3	\$1,244,500	0	\$0	3	\$1,244,500
66	Teresa	Ryan	3	\$1,233,000	0	\$0	3	\$1,233,000
67	Jeff	Salhani	1	\$372,777	1	\$852,000	2	\$1,224,777
68	Nancy	Ritter	0	\$0	1	\$1,220,000	1	\$1,220,000
69	Trish	Orndorff	1	\$1,220,000	0	\$0	1	\$1,220,000
70	Chris	Lukins	1	\$512,500	1	\$700,000	2	\$1,212,500
71	Kathy	Volpe	0	\$0	2	\$1,205,000	2	\$1,205,000
72	Julie	Schwager	1	\$359,000	2	\$841,500	3	\$1,200,500
73	Anthony	Disano	2	\$1,176,000	0	\$0	2	\$1,176,000
74	Jane	Lee	0	\$0	1	\$1,170,000	1	\$1,170,000
75	Anuj	Arora	1	\$1,170,000	0	\$0	1	\$1,170,000
76	Ginny	Leamy	1	\$223,000	2	\$943,000	3	\$1,166,000
77	Pat	Murray	3	\$1,160,610	0	\$0	3	\$1,160,610
78	Bobbi	Banfield	2	\$1,145,000	0	\$0	2	\$1,145,000
79	Ryan	Parks	0	\$0	2	\$1,132,628	2	\$1,132,628
80	Sully	Diriltan	1	\$1,131,620	0	\$0	1	\$1,131,620
81	Connie	Tomlinson	0	\$0	1	\$1,105,000	1	\$1,105,000
82	Doreen	Booth	1	\$772,555	1	\$330,000	2	\$1,102,555
83	Sangeeta	Chavan	0	\$0	1	\$1,080,000	1	\$1,080,000
84	Michelle	Kohl	1	\$1,080,000	0	\$0	1	\$1,080,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Stana	Vukajlovic	1	\$1,075,000	0	\$0	1	\$1,075,000
86	Kathy	McVeigh	1	\$435,000	1	\$640,000	2	\$1,075,000
87	Sue	Pearce	3	\$1,070,700	0	\$0	3	\$1,070,700
88	Glynnis	Johnson	0	\$0	1	\$1,069,000	1	\$1,069,000
89	Kris	Maranda	1	\$275,000	2	\$784,900	3	\$1,059,900
90	Ross J.	Failla	1	\$520,000	1	\$520,000	2	\$1,040,000
91	Slav	Polinski	2	\$1,030,000	0	\$0	2	\$1,030,000
92	Sigrid	Nutt	0	\$0	1	\$1,025,000	1	\$1,025,000
93	Lauren	Walz	1	\$1,025,000	0	\$0	1	\$1,025,000
94	Simran	Dua	0	\$0	1	\$1,020,000	1	\$1,020,000
95	Lydia	Memeti	1	\$1,020,000	0	\$0	1	\$1,020,000
96	Barbara	Boisacy	1	\$329,900	1	\$689,000	2	\$1,018,900
97	Lance	Kammes	2	\$907,900	1	\$108,000	3	\$1,015,900
98	William	Anderson	0	\$0	1	\$1,010,000	1	\$1,010,000
99	Linda	Conforti	1	\$1,010,000	0	\$0	1	\$1,010,000
100	Patricia	Wardlow	0	\$0	2	\$1,001,000	2	\$1,001,000

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# TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Sylvia	Kanney	1	\$1,000,000	0	\$0	1	\$1,000,000
102	Kathie	Frerman	1	\$600,000	1	\$395,000	2	\$995,000
103	George	Kolar	1	\$495,000	1	\$495,000	2	\$990,000
104	Steve	Rollins	1	\$689,000	1	\$295,000	2	\$984,000
105	David	Stob	2	\$634,000	1	\$345,000	3	\$979,000
106	Keith	McMahon	0	\$0	1	\$975,000	1	\$975,000
107	Patricia	DeCoste	2	\$969,900	0	\$0	2	\$969,900
108	Jonathan	Darin	1	\$301,000	1	\$650,000	2	\$951,000
109	Katerina	Pavlova	1	\$950,000	0	\$0	1	\$950,000
110	Hui	Li	0	\$0	1	\$950,000	1	\$950,000
111	Brent	Wilk	2	\$940,000	0	\$0	2	\$940,000
112	Martha	Bello	2	\$930,000	0	\$0	2	\$930,000
113	Shirin	Marvi	1	\$753,000	1	\$169,000	2	\$922,000
114	Subhapriya	Lakshmanan	0	\$0	2	\$905,000	2	\$905,000
115	Eric	Logan	2	\$900,900	0	\$0	2	\$900,900
116	George	Simic	0	\$0	2	\$890,555	2	\$890,555
117	Mohan	Sebastian	0	\$0	2	\$885,000	2	\$885,000
118	John	Wilt	2	\$880,000	0	\$0	2	\$880,000
119	Amy	Kehoe	1	\$440,000	1	\$440,000	2	\$880,000
120	Matthew	Parsons	0	\$0	1	\$860,000	1	\$860,000
121	Elaine	Zannis	1	\$860,000	0	\$0	1	\$860,000
122	Julianne	Doss	1	\$430,000	1	\$430,000	2	\$860,000
123	Stacey	Harvey	1	\$515,000	1	\$344,900	2	\$859,900
124	Erin	O'Donnell	0	\$0	1	\$855,000	1	\$855,000
125	Ann-Marie	Hickey	1	\$852,000	0	\$0	1	\$852,000
126	Jordan	Heneghan	1	\$427,000	1	\$419,900	2	\$846,900
127	Nancy	Fattore	1	\$840,000	0	\$0	1	\$840,000
128	Rowena	Cheng	0	\$0	1	\$838,000	1	\$838,000
129	Inactive	Inactive	0	\$0	2	\$835,225	2	\$835,225
130	David	Gust	1	\$835,000	0	\$0	1	\$835,000
131	Sunita	Melvani	0	\$0	1	\$835,000	1	\$835,000
132	Graham	Manges	0	\$0	2	\$830,000	2	\$830,000
133	Michael	Zawislak	0	\$0	1	\$829,990	1	\$829,990
134	Deidre	Rudich	1	\$825,000	0	\$0	1	\$825,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jack	Brennan	0	\$0	1	\$825,000	1	\$825,000
136	Bill	Kalafut	1	\$820,000	0	\$0	1	\$820,000
137	Tim	Binning	2	\$814,510	0	\$0	2	\$814,510
138	Christopher	Lobrillo	3	\$810,000	0	\$0	3	\$810,000
139	Peg	Redding	1	\$450,000	1	\$359,000	2	\$809,000
140	Aiza	Lopez	1	\$478,000	1	\$325,000	2	\$803,000
141	Melanie	Everett	0	\$0	2	\$800,000	2	\$800,000
142	David	Kim	0	\$0	1	\$799,900	1	\$799,900
143	Gina	Bogus	1	\$500,000	1	\$291,000	2	\$791,000
144	Steve	Jasinski	1	\$460,000	1	\$330,000	2	\$790,000
145	Feng	Lu	0	\$0	1	\$790,000	1	\$790,000
146	Rajasekhar	Potluri	0	\$0	2	\$788,690	2	\$788,690
147	Kevin	Forkin	2	\$445,000	1	\$342,900	3	\$787,900
148	Ivan	Santos	3	\$785,000	0	\$0	3	\$785,000
149	Michelle	Kim	0	\$0	1	\$780,000	1	\$780,000
150	Anna	Fattore	0	\$0	2	\$780,000	2	\$780,000

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