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On the Rise:
Moe Hannon

Spring Event:
FOUNTAIN BLUE
TUESDAY, MAY 21ST
1PM - 4PM
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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PUBLISHER'S NOTE



Scan for spring event details



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It's no secret that our industry has slightly shifted over the past couple of months with the NAR settlement in March. What I find intriguing about the whole situation is that commissions have always been negotiable. There is simply a spotlight on the entire process and the way business is conducted. The REALTORS® who provide value to the people they work with have nothing to worry about. There will be a nominal learning curve, but in my opinion, the REALTORS® who communicate their value proposition the most effectively are the ones who will thrive even more during this transition. Most of you reading this have probably already implemented systems in your client and prospect communications to support my previous statement.

Imagine if REALTORS® were so valuable to the public that a 10 percent commission was the status quo. Let's not get ahead of ourselves, but I feel that in the long run, this is a great opportunity for the people who live, breathe, and eat real estate. At our *DuPage Real Producers* winter event in February, one of our panelists, Dawn McKenna, said, "I am not worried about commission at all. I do not discount, in fact, it may go up!"

This mindset prompted me to reflect and think about how our platform could assist in moving the needle in this direction. Our spring event will bring all three of our RP territories together to learn how to become irreplaceable with author and speaker, John Isreal (AKA Mr. Thank You). This event will take place on Tuesday, May 21st at Fountain Blue with a value-packed message about helping you create unreasonable loyalty by discovering the natural innate needs that move customers to take action. As always, the speaking will be followed by food, drinks, and networking with like-minded people. Scan the QR code above to



register and find out more details on page 30. See you there!

Andy Burton

Publisher

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MOE HANNON

FIGHTING FOR HOME



▶ on the rise

By Lauren Young
Photos by KDE Photography

“When I look back, it’s amazing to compare where I was to where I am now,” says REALTOR® Moe Hannon of Keller Williams Premiere Properties. “I am so incredibly grateful I had the chance and the will to keep fighting.” Over her lifetime, Moe has had to “keep fighting” through many battles—illness as well as personal struggles. Now she’s able to reflect on her amazing journey of resilience.

Moe, who grew up in Wheaton with her sister and two brothers, spent much of her childhood as a competitive swimmer, beginning at age four. At age nine, she qualified for the Junior Olympics. Every aspect of her life revolved around being in the water, often spending as much as twenty hours a week in vigorous training. It eventually caught up with her body. By the time she was thirteen, Moe had had two shoulder reconstruction surgeries and had been diagnosed with postural orthostatic tachycardia syndrome (POTS), a cardiovascular autonomic disorder that is often brought on by a traumatic event, like her intensive surgeries.

“Although the surgeries were medically necessary for my everyday health, in my pre-teen mind, they were only to help me swim harder and faster. So at the time, I was disappointed, aggravated, and angry with myself, my doctor, and my mom for allowing them because I never was the same swimmer again. But they were necessary,” says Moe. “My heart condition led me to pass out anywhere and everywhere ... in the shower, at school, but mostly in the pool. At that point I was a liability because there were no warning signs; it would happen almost instantly.”



Moe with her fiancé, Brian, in Venice, Italy.



Devastated that she could no longer compete in the pool, Moe’s mental health suffered greatly. An incredibly unfortunate outcome was she developed an eating disorder. For more than ten years—through middle school, high school, college, and the beginning of law school at Creighton University—she suffered in silence. None of her friends or family knew what she was going through. Eventually, she was brave enough to enter and complete an intensive treatment program. Moe explains that she still faces and overcomes those challenges every day:

“Recovery will always be my number one priority,” she says. “Getting through treatment and managing ongoing recovery taught me who I was, who I am, and it gave me the lifetime reminder that anything thrown my way is achievable.”

After completing her treatment program and deciding to leave law school, Moe needed a new career choice. Her mother, seemingly out of nowhere, brought up real estate. To back up her suggestion, she first reminded Moe of the “odd childhood hobby” she’d shared with her older brother.

“When we [my brother and I] drove to school together, I would look up listings on Zillow and demand that we leave early in the morning so we could drive past them,” remembers Moe. “One time, we even contacted the listing agent of a foreclosure to express our interest. Our mom was not overly pleased.”

Then, her mom reminded her of the family practice of fostering children in an effort to keep them off the streets, as well as her family’s Christmas tradition of packing and distributing what they lovingly called “Santa Bags,” full of everyday essentials, to Chicago’s homeless community. It was through experiences like these that Moe developed a passion for helping those in need of housing. It was her main motivation for pursuing a law degree and for taking a gap year to serve in the Jesuit Volunteer Corps, an experience that only deepened her passion for serving and working with the unhoused community. Now, it was the perfect lead-in to a career in real estate.

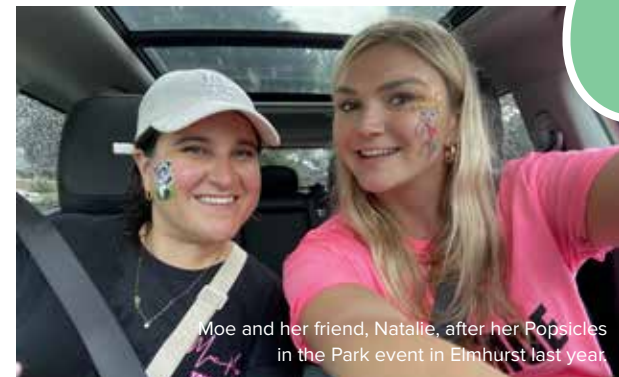
“When my mom brought up real estate, at first, it didn’t really resonate with me,” says Moe. “But then it clicked. Mom was right. Everything I’ve ever been passionate about has stemmed from housing, and more specifically, assisting and supporting people with getting into homes.”

Moe initially began her real estate career in 2019 and then decided to expand internationally. As of February 2022, she splits her time between her buzzing businesses in Chicagoland and Cabo San Lucas, Mexico. She works with clients looking to purchase primary, secondary, and investment properties in the popular paradise.



That flexibility ensures Moe gets to spend quality time with her family and friends, but especially her three nieces and her fiancé, Brian. “We love dancing in the kitchen, singing in the car, and sarcastic humor,” she says. And it’s her love for home that keeps her focused on her “why” behind her business.

“I developed my passion for real estate through my volunteer experiences around the unhoused community and the systemic issues surrounding housing,” Moe adds. “To be a part of my clients’ journeys in finding a home—ultimately helping them find safety, security, and serenity—is what motivates me to continue my career.”



Moe and her friend, Natalie, after her Popsicles in the Park event in Elmhurst last year.

Everything I’ve ever been passionate about has stemmed from housing, and more specifically, assisting and supporting people with getting into homes.”



“Cabo has exploded over the past thirty years and offers an incredible opportunity for investors to diversify,” explains Moe. “The resorts no longer have the capacity to accommodate everyone who wants to visit. I’m constantly building trust among our stateside clients on how, and why, Cabo San Lucas is an amazing real estate opportunity.”

A career as a REALTOR® gives Moe the flexibility to stay active with causes close to her heart while ever-attending to her growing businesses. One such cause is Humble Design Chicago, an organization that partners with local businesses to furnish the homes of those who have been recently housed. Another favorite, the Humanitarian Service Project, serves to alleviate the pain and suffering that poverty brings to seniors and children in DuPage and Kane Counties.

“I have never really followed the traditional route. I have always gone the route that works best for me, and I always knew I wasn’t cut out for a nine-to-five job,” says Moe. “I needed a career that would offer me the flexibility to set my own schedule, pursue my passions, continue recovery, and make decisions independently, and one that assured my business decisions could align with my personal values.”

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Katie Minott & Kim Marino

cover story

By Lauren Young
Submitted Photos

REAL ESTATE RENAISSANCE

“We’ve built our business brick by brick together,” says REALTOR® Katie Minott about her partnership with fellow agent, Kim Marino. “Collaborating with someone who has different strengths translates into added value for our clients.”

“I think bringing two dynamic females together with very different skill sets is the secret to our success,” adds Kim. “We keep our egos at the door and are always willing to help others.”

Early in the 2000s, Katie and Kim each earned their stripes within real estate—Katie in sales at Ryland Homes and Pulte Homes, and Kim as a buyer’s agent at RE/MAX. They also both spent several years out of the workforce raising their respective children. Katie and Kim met in their neighborhood and quickly partnered together in roles with their kids’ PTA. They found such synergy when working together in this environment that they quickly shared thoughts of re-entering the real estate workforce and doing so as a team.

“We both discussed going back into real estate someday,” says Katie. “Once all of our kids were in school full-time, we decided it was time to launch our business.”

Katie and Kim each bring their own expertise in real estate and unique experiences to the team. Kim grew up in Naperville and moved back after graduating from Illinois State University. She holds deep roots in the western suburbs and knowledge of the local

markets. She’s also an experienced home renovator, has a passion for design, and thrives during even the toughest negotiations.

“I love renovating homes and making little changes that will translate into equity,” continues Kim. “I have flipped two homes myself, and I feel a sense of pride whenever I’m sharing ideas with clients so they can get more money for their homes.”

Katie, who is from Winthrop Harbor, Illinois, studied communications at the University of Illinois Urbana-Champaign. Her ability to connect with people and their stories adds a personable element to the team’s client relationships.

“I’ve always been invested in the stories of the people around me,” says Katie. “And being able to support others in their next chapters is incredibly meaningful to me.”

For both women, one of the key benefits of joining forces was the ability to support each other from day one.

“It was challenging at first to balance work with being a mom,” notes Kim. “We love being actively involved with our kids, but we also had lofty goals for our business that required a significant investment of time. Thankfully, having a partner to work with made navigating those waters easier.”

“From the beginning, we took our real estate careers very seriously. We knew that to best serve our clients we had to cast the widest



Katie Minott



Kim Marino



“

“Everyone talks about success, but you actually learn way more from your failures.” - Kim



Katie and Kim with their team member, Nicole.

net we could with advertising and networking, and that meant working full-time from the start,” adds Katie.

“One of our mantras we credit with our success to date is “don’t get caught up in the trees,” shares Katie. “We’ve wanted to be sure to always look at the whole forest by considering the long-term impact of each decision and move we make. For example, is this advertising or marketing vehicle on-brand for us? Will the advice we give someone looking to sell or buy support our longevity in this industry or just be a quick fix for the moment?”

“It’s important to mentor each other and learn from the best,” adds Kim. “And that if you fail at something, you get back out and try again. Everyone talks about success, but you actually learn way more from your failures.”

Since those early days, the Kim and Katie Group have earned numerous top-producing awards and have been recognized as key contributors to their community. Now well into their seventh year as a team, they have not only added another broker, Nicole Meyers, to their group, but they’ve also expanded into the Florida market. They see their journey as just beginning.

“I see myself being a REALTOR® long into the future,” says Katie. “Even if my husband and I decide to purchase a second home for retirement, I can see myself continuing to support buyers and sellers in both the Chicago and Florida markets.”

Kim and Katie share a close network of friends outside of their business partnership. They both live in downtown Naperville and love how each neighborhood feels like its own small town yet all benefit from the amenities of a large city. Katie and her husband, Joe, spend their

downtime racing from one activity to another with their three kids, Charlie (15), Henry (15), and Jojo (12). You’ll most likely find Kim at a baseball or softball game for one of her kids, Brady (15) and Aubrey (13), year-round.

The two also share enthusiasm for charitable organizations, both starting and running their own over the years. Katie is president of Giftmart Family Charities, Inc. The organization hosts a toy shop of new, donated toys for local families facing economic challenges to shop at during the holidays. Inspired by her father’s battle with cancer, Kim ran the nonprofit Batting 4 A Cure for five years, raising funds for cancer patients who could not afford their medical bills. Since retiring from it, she’s helped Katie with Giftmart every holiday season.

Thinking about their business, Katie and Kim are excited for what the future has in store, both for their own business and what they can do in collaboration with other dynamic REALTORS®.

“I can’t stress how great it is to be on the other end of a deal with another agent who you know is knowledgeable and professional,” says Katie. “When we work together collaboratively, it elevates our entire industry.”

“Real estate has been so good to us,” adds Kim. “And it’s been wonderful being able to show my kids that if you put your heart and soul into something, it can open so many doors and provide you a great life.”



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Rescued Rascals, a non-profit dog rescue in Oswego, Illinois, is dedicated to saving dogs from shelters, providing them with the care they need, and finding the best possible forever home for each and every one of them.

The organization was founded in 2019 by two women who had fostered dogs and volunteered for rescues for many years. Together, they saw an opportunity to start a rescue that was honest and transparent with fosters, adopters, and stakeholders—something they saw was much needed.

Their dream was to run a rescue where strong ethical and moral beliefs were at the forefront of how the business was conducted. They created just that, and in the past five years, the pair has successfully grown their team to twelve volunteers who dedicate their free time to running the rescue and doing everything they can for the dogs in their community.

Rescued Rascals is passionate about its mission: to save unwanted, abandoned, abused, and neglected dogs by finding them immediate, safe and comforting, short-term housing while working diligently to find them their best-fit forever homes.

They save dogs of all ages, breeds, and sizes, but one of their main goals is to save dogs that are most overlooked, such as older dogs, dogs that need medical care for conditions like heartworm, bully breeds, and dogs who have been at a shelter for a very long time. Everyone at Rescued Rascals believes these dogs deserve homes just as much as other dogs.

Of note, the organization is 100 percent volunteer-based. This means every dollar donated goes directly to the care of the dogs. Donations are essential for covering the cost of their veterinary care, food, and other necessities. It also means volunteers play a vital role in the rescue's operations—they do everything from fostering dogs to helping with events and fundraising.

Rescued Rascals is also 100 percent foster-based, which means that all the dogs in their care stay in selected foster homes. One of the main benefits of a foster-based rescue is that it ensures the dogs receive individualized care and attention. Living in these true, home-like environments reduces a dog's stress and helps them adjust to a domestic setting, and because foster families have the opportunity to observe the dogs' behavior and personality, that helps the rescue's adoption coordinator make good matches between adopters and dogs.

Rescued Rascals's programs include:

FOSTER PROGRAM: Rescued Rascals provides foster families with necessary supplies and covers the medical expenses for the dogs in this program. In addition to keeping their foster dog safe and loved, each foster family is responsible for transporting the dog to and from vet appointments, adoption events, and meetings with potential adopters, and for attending to their dogs at each of those events. This program is limited to families and individuals who live in the Chicagoland area.

FOSTER-TO-ADOPT PROGRAM:

This program allows potential adopters to take dogs in a foster capacity at first. Then, if during the fostering period the dog is determined to be a good match for the home, the adoption is made official. This is a great option for potential adopters as they can find out if the dog they are considering is the right fit for them before making things official—and that's best for the dogs too.

ADOPTION PROGRAM:

Rescued Rascals works hard at being an excellent matchmaker: they work hard to find the best match possible for each potential adopter and dog. The rescue looks for individuals who recognize and appreciate the hard work and responsibility of owning a dog, and who can confidently provide the animal a safe and loving home for a lifetime.

Rescued Rascals recognizes that running a dog rescue is just as much about the people involved in the community as it is about the dogs. It takes incredibly special humans to foster a dog in need. The organization says it would not exist if it weren't for the fantastic humans who selflessly choose to foster and work with their staff, as well as all of the amazing families who have adopted a dog from them over the years.

A recent happy "tail" is about a dog named Harper and two amazing humans, Lori and PJ. In early 2021, Lori and PJ adopted a dog from Rescued Rascals, and since then, they have fostered sixteen other dogs! Lori and PJ demonstrate the incredible patience, love, and commitment needed in helping find the dogs they are

fostering the best homes possible. Most recently, they took in Harper, who had lived in a shelter for over a year, starting from when she was only six months old. Harper desperately needed surgery to remove a diseased eye. Lori and PJ took great care of her during her recovery, and soon after, they officially adopted her!

If you are interested in getting involved with Rescued Rascals, there are several ways you can help. One of the most impactful is to become a foster parent or an adopter. By providing a temporary or permanent home for a dog in need, you can directly contribute to the rescue's mission. Applications to foster or adopt a dog are available on the Rescued Rascals website.

If you're unable to foster or adopt, you can still make a difference by donating. Rescued Rascals relies on monetary and in-kind donations—to not only provide necessary care for the dogs in their care, but to also fund their operations. Regarding in-kind donations, common items they often need include leashes and collars, dog and puppy food, blankets, towels, and dog toys. Concerning monetary donations, no amount is too small. Every contribution makes a difference.

You can also volunteer at their events, help with fundraising, follow them on social media—Rescued Rascals on Facebook or @rescuedrascalsil on Instagram—to stay up-to-date on their latest news and events, and spread the word about the rescue's work.



It's the hope and vision of all at Rescued Rascals that one day, there will no longer be a need for their rescue efforts because all dogs will be in loving homes. But until that day, with the help of generous and loving volunteers and donations, Rescued Rascals will continue to make a positive impact in the lives of the dogs they touch and on the people in their community.

To learn more about Rescued Rascals, its services and programs, and how you can help, go to rescuedrascalsil.org or email them at rescuedrascalsil@gmail.com.



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agent feature

By Lauren Young
Photos by Cris Cunningham



SARAH MARTINATH

Lending a Hands-On Style

“Truthfully, when I first obtained my real estate license, I felt intimidated to tell people,” says REALTOR® Sarah Martinath of Compass in Hinsdale. “I initially practiced real estate from a community about twenty-five minutes away from the one where I lived, but I soon recognized I was limiting my success.”



twenty-five year marriage, the couple relocated five times, eventually settling in Hinsdale. Because of her many experiences, Sarah empathizes with people who are moving to a new, unfamiliar community.

“Due to moving so many times early on, I quickly learned to utilize my communication and service skills to become invested in each place we lived,” says Sarah. “Starting over in a new community was always exciting to me. It always gave me new opportunities to make a mark. I easily relate to clients who have to make corporate moves, as well as those moving with children in tow.”

Early on in her career as a REALTOR®, Sarah learned that home buyers and sellers value agents who are connected to and embedded in their own communities. So she quickly shifted gears, left her too far away brokerage, and brought her talent to her own backyard, serving clients in her home community.

“Prospective clients will partner with people they know, trust, and connect with,” Sarah says. “So, I hung my license in town and started telling everyone I knew that I was a licensed broker. I had to be my own advocate. I had to own and drive my business.”

Originally from Salem, New Hampshire, Sarah attended Assumption University in Massachusetts where she earned a degree in communications. While there, Sarah met her husband, Jeff, and over the span of their now

Sarah began her real estate career as a mortgage loan processor, then became a mortgage originator, and finally transitioned to an account manager position at a national mortgage lender. But all the while, she considered an eventual career pivot into the role of REALTOR®. Sarah is now approaching her fourteenth year as a real estate broker, and consistently brings a client-centric approach to every engagement.

“Becoming a REALTOR® was a natural progression from my early career in the mortgage industry,” she explains. “My foundational knowledge from the lending arena has undoubtedly enhanced the work I do as a real estate broker. I enjoy working directly with people. Changing careers fulfilled that role and desire from a different perspective.”

“As a real estate broker, I walk with people through the process of making one of the largest investments of their lives,” Sarah adds. “I am a protector by nature. If you are my family, friend, colleague, or client, I am going to look out for you—that is a huge part of the role a REALTOR® plays.”

Sarah’s commitment to service has led her to remain an independent, individual agent. It helps her maintain hands-on relationships with her clients from the beginning to the end of the process, whether they are listing or selling a property. This is especially true when she’s working with first-time home buyers who need extra guidance or added services.

“I work best with clients who want a bit of hand-holding throughout the process,” Sarah explains. “Facilitating and fostering positive connections—whether it is by way of introducing clients to potential lenders, attorneys, home inspectors, or other service providers—is important to me. I share my knowledge, experience, and resources with my clients. This helps to insulate them from potential problems that may arise. I only recommend people and businesses I know personally.”

When not spending extra time with clients, Sarah prioritizes her family and community. Sarah and Jeff have three children: Serena (24), Ryan (21), and Kayci (16). They often vacation together in Maine, and enjoy friendly competition in their card game of

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choice, Pitch. Sarah and Jeff give back to their alma mater and original meeting place, Assumption University, through scholarships. They also donate to the local cancer research organization, Scoreboard Charities.

Going forward, Sarah plans to continue building on the relationships she’s formed over her nearly fourteen-year career in real estate. Many of her past clients have become close friends who call on her multiple times and send her clients by referral.

Although Sarah has spent much of her professional career in real estate, she doesn’t plan on slowing down anytime soon. “I see a future where I hold a real estate license in Maine as well as maintain my Illinois real estate license and business,” she adds. “My husband and I love spending time at Ogunquit Beach in Maine. It is our special, happy place and we try to get there once or twice a year. Eventually, we hope to have a place of our own there, and ideally, we would be set up so that I can serve both Midwest and East Coast clients. As a solo broker who believes in a full-service, client-focused approach, I strive to be the agent my clients need wherever they are.”

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Quick Guide to Short Form Content

By Travis Heberling

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

01.

Entertain

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



02. Educate

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



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»» business article

By Amy Robey

Helping Buyers Understand the Nuances of Purchasing **NEW CONSTRUCTION HOMES**

Low housing inventory is driving residential buyers to explore options and increasing the demand for new construction homes. In the February 2024 Chicagoland PMSA, which includes the City of Chicago and the surrounding suburbs, it stated that the sale of new construction homes was up 23.9 percent from February 2023 (February 2023: 293 new construction homes sold; February 2024: 363 new construction homes sold).

Many buyers are drawn to the allure of a newly built home and to the idea that things are move-in ready: that they won't have to lift a finger, and the smell of fresh paint is still present when you open the door.

However, even when things are shiny and new, it's important to remind potential buyers of a few things they should be aware of when purchasing a new construction home.

Builders typically have a team of agents, loan officers, and lawyers on their side, which is great, but buyers need representation too. Helping clients understand the process is critical—from the questions to ask, to the negotiations, to the contracts, to the close.

As an example, buyers might be tempted to forgo inspections with a new construction home, but inspections for new construction homes are just as important as inspections for existing homes. An inspector is going to review the home's foundation, heating and air conditioning units, appliances, electrical systems, and more to ensure everything is in working order and up to code.

And while many new construction homes are turnkey in some ways, there are still some investments that buyers are

likely going to need to make. For example, when buyers walk through a model home, it typically has upgrades and premium finishes throughout. If buyers want those things, they must understand that they are going to need to come to the table with a bigger budget.

It's also likely that investments will need to be made for things like window treatments and landscaping, which many new construction homes do not come with. You can help buyers think about how to factor in these additional costs to their final offers.

Finally, it's important that buyers understand the property taxes for new construction homes. Help your clients by reviewing other new construction homes in the area to understand what was sold the prior year and the rate at which taxes were assessed, so your new construction buyer clients can plan for these costs.

By helping buyers understand why representation is so important, and the nuances of purchasing a new construction home vs. an existing home, you can underscore your expertise as a licensed agent.

About the Author:

Amy Robey is Vice President of Marketing & Communications for Mainstreet Organization of REALTORS®. Mainstreet Organization of REALTORS® is a professional membership association located in Downers Grove, IL that serves more than 20,000 REALTORS® in DuPage, Lake, and Western and Southern Suburban Cook County. Mainstreet is the largest local REALTOR® member organization in Illinois and the seventh largest in the nation.

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	6	\$14,032,500	2	\$5,175,000	8	\$19,207,500
2	Tim	Schiller	17	\$14,465,003	7	\$3,885,000	24	\$18,350,003
3	Bryan	Bomba	5	\$6,388,000	5	\$7,606,000	10	\$13,994,000
4	Linda	Little	25	\$12,734,040	0	\$0	25	\$12,734,040
5	Lina	Shah	6	\$8,626,000	3	\$3,562,000	9	\$12,188,000
6	Megan	McCleary	2	\$6,534,000	2	\$4,119,000	4	\$10,653,000
7	Nathan	Stillwell	6	\$4,773,000	9	\$5,418,000	15	\$10,191,000
8	Kim	Dalasky	3	\$4,670,000	10	\$5,441,900	13	\$10,111,900
9	Kris	Berger	3	\$6,035,000	4	\$2,872,000	7	\$8,907,000
10	Oriana	Van Someren	3	\$5,665,000	2	\$3,215,000	5	\$8,880,000
11	Walter	Burrell	2	\$2,205,000	4	\$6,419,000	6	\$8,624,000
12	Lance	Kammes	11	\$5,774,400	5	\$2,530,500	16	\$8,304,900
13	Kelly	Stetler	2	\$1,635,000	7	\$6,502,000	9	\$8,137,000
14	Tracy	Anderson	3	\$4,080,509	3	\$3,591,514	6	\$7,672,023
15	Lauren	Dayton	1	\$7,550,000	0	\$0	1	\$7,550,000
16	Renee	Hughes	4	\$3,176,000	6	\$4,266,500	10	\$7,442,500
17	Christine	Wilczek	11	\$6,750,500	2	\$690,000	13	\$7,440,500
18	Tim	Binning	15	\$6,294,330	0	\$0	15	\$6,294,330
19	Maureen	Rooney	6	\$2,407,500	4	\$3,630,050	10	\$6,037,550
20	William	White	7	\$4,541,500	2	\$1,330,000	9	\$5,871,500
21	Linda	Feinstein	7	\$5,020,500	1	\$825,000	8	\$5,845,500
22	Alice	Chin	4	\$3,690,000	4	\$2,061,500	8	\$5,751,500
23	Patricia	DiCianni	2	\$2,910,000	2	\$2,650,900	4	\$5,560,900
24	Nicholas	Solano	7	\$5,461,875	0	\$0	7	\$5,461,875
25	Natalie	Ryan	0	\$0	4	\$5,205,000	4	\$5,205,000
26	Stacey	Harvey	5	\$2,915,000	4	\$2,137,150	9	\$5,052,150
27	Joseph	Champagne	3	\$1,800,000	6	\$3,215,500	9	\$5,015,500
28	Patty	Wardlow	6	\$2,204,500	6	\$2,583,000	12	\$4,787,500
29	Bridget	Salela	3	\$4,725,000	0	\$0	3	\$4,725,000
30	Chase	Michels	4	\$2,628,000	2	\$2,080,000	6	\$4,708,000
31	Katherine	Karvelas	0	\$0	3	\$4,630,000	3	\$4,630,000
32	Susan	Hoerster	3	\$1,350,000	4	\$3,252,400	7	\$4,602,400
33	Jeffrey	Proctor	1	\$1,225,500	2	\$3,210,500	3	\$4,436,000
34	Leigh	Marcus	6	\$3,616,500	1	\$805,000	7	\$4,421,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Stana	Vukajlovic	3	\$4,370,000	0	\$0	3	\$4,370,000
36	Jennifer	Iaccino	2	\$1,960,000	3	\$2,355,000	5	\$4,315,000
37	Karen	Baker	2	\$3,150,000	1	\$1,150,000	3	\$4,300,000
38	Pat	Murray	8	\$3,575,610	1	\$650,000	9	\$4,225,610
39	Tom	Fosnot	7	\$3,216,000	3	\$900,000	10	\$4,116,000
40	Geri	McCafferty	2	\$2,155,000	2	\$1,918,000	4	\$4,073,000
41	ElizaBeth	Schoonenberg	2	\$2,652,778	2	\$1,298,000	4	\$3,950,778
42	Jill	Clark	2	\$1,465,000	1	\$2,425,000	3	\$3,890,000
43	Courtney	Stach	2	\$2,148,000	2	\$1,636,000	4	\$3,784,000
44	Kim	Moustis	5	\$1,572,400	5	\$2,199,000	10	\$3,771,400
45	Sairavi	Suribhotla	1	\$385,000	6	\$3,369,415	7	\$3,754,415
46	Paul	Mancini	2	\$1,815,000	3	\$1,925,000	5	\$3,740,000
47	Vinita	Arora	1	\$540,000	7	\$3,120,800	8	\$3,660,800
48	Cindy	Banks	4	\$2,089,000	4	\$1,555,962	8	\$3,644,962
49	Christopher	Lobrillo	11	\$3,627,200	0	\$0	11	\$3,627,200
50	Sam	Dweydari	0	\$0	2	\$3,537,500	2	\$3,537,500

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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TOP 150 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lynda	Wehrli	2	\$896,000	3	\$2,637,000	5	\$3,533,000
52	Ginny	Leamy	2	\$528,000	6	\$2,998,000	8	\$3,526,000
53	Elaine	Pagels	5	\$2,072,000	4	\$1,433,000	9	\$3,505,000
54	Michael	Berg	10	\$3,471,000	0	\$0	10	\$3,471,000
55	Puneet	Kapoor	3	\$1,737,000	3	\$1,715,000	6	\$3,452,000
56	Edward	Hall	5	\$2,816,871	1	\$634,206	6	\$3,451,077
57	Lisa	Wolf	4	\$1,865,000	4	\$1,549,000	8	\$3,414,000
58	Trevor	Pauling	2	\$1,600,000	2	\$1,795,000	4	\$3,395,000
59	Troy	Cooper	4	\$1,965,500	3	\$1,428,900	7	\$3,394,400
60	David	Aranki	2	\$3,374,900	0	\$0	2	\$3,374,900
61	Katie	Minott	1	\$1,275,000	1	\$2,070,000	2	\$3,345,000
62	Lindsey	Paulus	2	\$3,335,000	0	\$0	2	\$3,335,000
63	Craig	Foley	1	\$482,000	5	\$2,849,500	6	\$3,331,500
64	Paul	Baker	4	\$1,550,801	5	\$1,739,000	9	\$3,289,801
65	Robert	Bakas	4	\$1,623,000	3	\$1,640,000	7	\$3,263,000
66	Jan	Morel	1	\$599,000	3	\$2,623,000	4	\$3,222,000
67	Briana	Murray	1	\$1,299,000	1	\$1,882,500	2	\$3,181,500
68	Eric	Logan	6	\$2,710,900	1	\$450,000	7	\$3,160,900
69	Kris	Maranda	3	\$917,000	7	\$2,232,400	10	\$3,149,400
70	Kathy	McKinney	2	\$2,125,000	2	\$1,022,500	4	\$3,147,500
71	Larysa	Domino	1	\$740,000	1	\$2,400,000	2	\$3,140,000
72	Subhapiya	Lakshmanan	0	\$0	8	\$3,118,790	8	\$3,118,790
73	Cindy	Purdom	3	\$1,668,800	4	\$1,437,375	7	\$3,106,175
74	Michael	LaFido	5	\$3,090,400	0	\$0	5	\$3,090,400
75	Ginny	Stewart	3	\$3,090,400	0	\$0	3	\$3,090,400
76	Denis	Horgan	5	\$2,594,500	2	\$483,900	7	\$3,078,400
77	Marie	McCall	1	\$1,112,500	2	\$1,959,900	3	\$3,072,400
78	Courtney	Monaco	2	\$1,102,000	6	\$1,966,000	8	\$3,068,000
79	Chris	Lukins	3	\$1,529,500	2	\$1,525,000	5	\$3,054,500
80	Lisa	Wenzel	5	\$2,309,000	2	\$740,000	7	\$3,049,000
81	Shelley	Brzozowski	1	\$1,750,000	2	\$1,255,000	3	\$3,005,000
82	MJ	Weinberger	1	\$3,000,000	0	\$0	1	\$3,000,000
83	Sarah	Leonard	3	\$925,000	7	\$2,059,400	10	\$2,984,400
84	Joan	Walters	3	\$2,085,000	2	\$875,000	5	\$2,960,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Sang	Han	0	\$0	3	\$2,900,000	3	\$2,900,000
86	Christopher	Mundy	0	\$0	1	\$2,900,000	1	\$2,900,000
87	Michael	Odeh	2	\$1,268,000	2	\$1,625,000	4	\$2,893,000
88	Julie	Sutton	3	\$1,590,000	1	\$1,285,000	4	\$2,875,000
89	Craig	Sebert	1	\$739,000	4	\$2,127,000	5	\$2,866,000
90	Ryed	Douedari	0	\$0	1	\$2,860,000	1	\$2,860,000
91	Kristen	Jungles	3	\$2,369,418	1	\$462,000	4	\$2,831,418
92	Julie	Roback	2	\$726,000	5	\$2,096,500	7	\$2,822,500
93	Virginia	Jackson	1	\$433,000	4	\$2,388,410	5	\$2,821,410
94	Elizabeth	Gretz	3	\$2,320,000	1	\$450,000	4	\$2,770,000
95	Keith	McMahon	1	\$550,000	3	\$2,175,000	4	\$2,725,000
96	Kevin	Layton	1	\$1,155,000	2	\$1,565,000	3	\$2,720,000
97	Julie	Schwager	4	\$1,866,000	2	\$841,500	6	\$2,707,500
98	Ying	Li	0	\$0	1	\$2,700,000	1	\$2,700,000
99	Cathy	Walsh	2	\$2,695,000	0	\$0	2	\$2,695,000
100	Ihab	Riad	1	\$1,345,000	1	\$1,345,000	2	\$2,690,000

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Simran	Dua	3	\$1,405,500	2	\$1,277,000	5	\$2,682,500
102	Melissa	Lively	0	\$0	2	\$2,662,000	2	\$2,662,000
103	Michelle	Vykruta	2	\$730,000	4	\$1,926,000	6	\$2,656,000
104	Darrell	Scott	0	\$0	2	\$2,641,600	2	\$2,641,600
105	Kathryn	Pinto	3	\$1,774,000	1	\$849,000	4	\$2,623,000
106	Lori	Johanneson	4	\$2,614,015	0	\$0	4	\$2,614,015
107	Ryan	Cherney	6	\$2,524,867	1	\$85,000	7	\$2,609,867
108	Maureen	Flavin	2	\$872,500	5	\$1,734,000	7	\$2,606,500
109	Christopher	Prokopiak	0	\$0	5	\$2,560,000	5	\$2,560,000
110	Joseph	DiCianni	1	\$525,000	2	\$2,011,000	3	\$2,536,000
111	Rajasekhar	Potluri	0	\$0	6	\$2,523,295	6	\$2,523,295
112	Margaret	Smego	2	\$1,110,000	2	\$1,400,000	4	\$2,510,000
113	Natalie	Weber	2	\$2,205,000	1	\$300,000	3	\$2,505,000
114	Jennifer	Conte	1	\$1,470,000	2	\$1,035,000	3	\$2,505,000
115	Suzanne	Fox	2	\$1,025,000	1	\$1,475,000	3	\$2,500,000
116	Diane	Coyle	3	\$2,033,900	1	\$451,000	4	\$2,484,900
117	Julie	Kaczor	3	\$1,693,500	1	\$785,000	4	\$2,478,500
118	Colleen	McCormack	2	\$1,452,500	1	\$1,010,000	3	\$2,462,500
119	Toral	Bhansali	1	\$2,450,000	0	\$0	1	\$2,450,000
120	John	Papanos	0	\$0	1	\$2,450,000	1	\$2,450,000
121	David	Vivoda	0	\$0	2	\$2,411,000	2	\$2,411,000
122	Natasha	Miller	3	\$2,170,000	1	\$240,000	4	\$2,410,000
123	Josie	Morrison	7	\$1,580,528	3	\$815,000	10	\$2,395,528
124	Shirin	Marvi	2	\$1,298,053	3	\$1,094,053	5	\$2,392,106
125	Sharon	Sodikoff	0	\$0	1	\$2,375,000	1	\$2,375,000
126	Kerry	Koranda	1	\$2,375,000	0	\$0	1	\$2,375,000
127	Kathy	Volpe	3	\$1,160,000	2	\$1,205,000	5	\$2,365,000
128	Mark	Plunkett	2	\$1,980,000	1	\$375,000	3	\$2,355,000
129	Riz	Gilani	1	\$705,000	1	\$1,600,000	2	\$2,305,000
130	Scott	Wiley	1	\$401,000	4	\$1,901,900	5	\$2,302,900
131	Michael	Thornton	3	\$1,136,000	3	\$1,144,000	6	\$2,280,000
132	Craig	Doherty	0	\$0	2	\$2,270,000	2	\$2,270,000
133	William	Finrock	0	\$0	4	\$2,258,000	4	\$2,258,000
134	Beth	Burt	1	\$440,000	2	\$1,815,500	3	\$2,255,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Austin	Weiss	1	\$315,000	5	\$1,872,000	6	\$2,187,000
136	Kathie	Frerman	2	\$1,350,000	2	\$835,000	4	\$2,185,000
137	Tricia	Hart	2	\$1,595,000	1	\$590,000	3	\$2,185,000
138	Robert	Picciariello	5	\$2,175,000	0	\$0	5	\$2,175,000
139	Kevin	Glover	1	\$1,197,000	1	\$925,000	2	\$2,122,000
140	William	Urasky	0	\$0	1	\$2,117,778	1	\$2,117,778
141	Melanie	Young	3	\$1,058,500	2	\$1,046,000	5	\$2,104,500
142	Luljeta	Bajraktari	1	\$2,100,000	0	\$0	1	\$2,100,000
143	Danelle	Antipov	0	\$0	1	\$2,100,000	1	\$2,100,000
144	Brandon	Blankenship	0	\$0	4	\$2,090,000	4	\$2,090,000
145	Kimberly	Brown-Lewis	0	\$0	5	\$2,083,000	5	\$2,083,000
146	Zilola	Chulieva	0	\$0	2	\$2,081,700	2	\$2,081,700
147	Lydia	Memeti	2	\$1,319,000	2	\$760,000	4	\$2,079,000
148	Julie	Hennessey	0	\$0	1	\$2,075,000	1	\$2,075,000
149	Diana	Ivas	1	\$2,075,000	0	\$0	1	\$2,075,000
150	Jack	Gerberich	3	\$2,071,000	0	\$0	3	\$2,071,000

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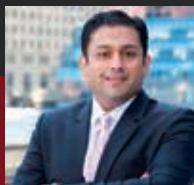


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