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PUBLISHER'S
note

They grow up so fast. So cliché, but as the saying goes, clichés are cliché for a reason. Our older two daughters resemble adults now more than kids and our younger two are definitely not toddlers anymore! If all goes to plan, our oldest will graduate from high school in three years. There seems to be an endless tension that exists as a parent of wanting your kids to be fully prepared to flawlessly handle every life situation while simultaneously encouraging them to take some risks, make mistakes, fail, and then learn from them.

It's not lost on me that as a parent I sit in the tension of giving my young ones autonomy to take responsibility and live with the positive or negative consequences of making their own decisions, while also being able to discern when to override those choices and intervene. This game of tug of war has become more heightened over the past couple of years in the Burton household. I always have to keep in mind that the end goal is for our kids to leave the nest. Childhood and early adolescence are simply a training ground for adulthood and beyond.

Our industry is going through a phase of tension. What will we learn over the next several months that will be beneficial to our business in 2025 and the years to come? My encouragement to you is to glean insights from your colleagues and realize that the information you absorb in the months to come is nothing short of a training ground for the next several years. We hope you can join us as we help the cause by reconnecting with the *DuPage Real Producers* community for our fall event at Sure Shot Pickleball at 1 PM on October 16th! Details and the registration link can be found on page 12.



Andy Burton
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▶▶ on the rise

By Lauren Young
Photos by KDE Photography

TYLER DAMERON

PUT ME IN COACH!

“We were quite lucky kids because we were taught the value of a dollar early on,” remembers Tyler Dameron, REALTOR® with Keller Williams in Naperville. “My parents owned a couple of businesses when we were growing up. We spent time in the back of the store, doing our homework and getting into trouble. Both my parents have been fearless leaders and role models that I’ve looked up to all my life.”

Growing up in Winfield, IL with his fearless parents and brother, Tyler started playing baseball almost as soon as he could walk. He continued playing on travel teams and in high school, eventually earning a scholarship to play at St. Joseph’s College

in Indiana. Unfortunately, almost immediately into his freshman year, he suffered a debilitating injury and had to move back home to get surgery and rehab. After recovery, Tyler transferred to Northern Illinois University to study psychology.

“I had a dream of being a child psychologist,” says Tyler. “The brain has always fascinated me, and I wanted to make a career out of it.”

When Tyler, who was always a better athlete than a student, learned he would have to earn both a master’s and a doctoral degree to pursue this dream of child psychology, he decided to shift gears and find a career where he could still leverage his education and background, but get there a little quicker. Tyler bartended at a bowling alley while plotting his next steps. Eventually, he found a job at a global IT company. Starting as a help desk agent, Tyler worked his way up to become a leader in the organization, managing over sixty agents and almost a million clients worldwide.

“It was an incredible journey of learning how businesses run, how to manage, and how to lead,” says Tyler.



After a decade in IT, however, the corporate grind began to wear on him. His kids were getting older, and he began to miss out on family time, especially the opportunity to coach their sports teams and cheer them on during games. The COVID-19 pandemic gave him the perfect chance to reflect on his present and future career path.



IT WAS AN INCREDIBLE JOURNEY OF LEARNING HOW BUSINESSES RUN, HOW TO MANAGE, AND HOW TO LEAD.



supporting his family. Tyler doesn't necessarily recommend others take this drastic leap of faith, but he knew it was what he had to do for his own well-being.

"I'm probably working more hours in real estate than I did in the corporate world, but I can design my own schedule around my family, which is what will always come first," Tyler explains. "I'm so thankful for real estate because now I can support my family both financially and emotionally. I can coach my kids' sports teams, we can go on vacations, and I can finally eat dinner with them at home."



The freedom he's found in real estate also allows Tyler to give back to his community in different ways. In partnership with his lender, he maintains a Creating Affordable Real Estate (CARE) program that offers closing credit assistance to active-duty military veterans, healthcare workers, teachers, and first responders. He has also sponsored events for Support Over Stigma, an organization supporting veterans and those in need.

When he's not coaching his kids' teams—Amelia (10) loves softball, and Miles (8) plays baseball—you can find Tyler coaching his colleagues and new agents in real estate. And he sees himself doing both for a long time to come.

"I love to coach, and I can see myself getting more ingrained into that type of role down the road," Tyler says. "Coaching, mentoring, and selling sounds like a pretty awesome life to me."

"My kids were growing and starting to get into sports and other clubs, and I just didn't have the time I wanted to spend with them," says Tyler. "I'm a coach to the core, no matter what the subject is, and it pained me to not be able to coach my kids' teams. I was searching for something that would allow me more flexibility in my daily schedule while still bringing in money to support the family."

In addition to owning and running his own businesses, Tyler's dad had a real estate license, which led to Tyler attending open houses and newly built communities just for fun as he grew up. Similarly, Tyler's wife, Ashlee, has always been interested in real estate, combing through listings as a hobby.

"My wife used to look at million-dollar properties and send me online links all the time," says Tyler. "So when I sat down and thought about what I wanted to do next, real estate was the clear winner."

At the advent of 2022, Tyler left his financially stable, but all-encompassing, full-time job in IT to launch his real estate career. He had no plan other than to sell houses and make sure he was

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Sergio Giangrande is a Senior Mortgage Advisor with more than 22 years of experience helping clients finance their dream homes. A love of real estate and finance has made him an expert in residential mortgage lending—with experience originating both purchase and refinance transactions and extensive knowledge of loans ranging from Conventional and Jumbo to government programs such as FHA and VA. His core beliefs are rooted in product expertise, sincere respect for his clients and partners, and a commitment to delivering on promises. "This is what elevates our service level above the rest," explains Giangrande, who approaches every transaction with an unmatched level of professionalism. He and his team are committed to providing clients with the highest quality financial services by tailoring a financial solution that is suited to meet each client's specific financing needs. Whether you are purchasing your first home, your dream home, refinancing an existing loan, or consolidating debt, Giangrande and his team can help you find the right loan program to meet your needs.

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Ellyn Collins

▶ agent feature

By Lauren Young
Photos by Kanda Photography

BUILDING WITH CONFIDENCE

“My decision to start in real estate was needs-based: my husband was very sick and in need of a heart transplant,” explains REALTOR® Ellyn Collins of Coldwell Banker in LaGrange. “Failure was not an option.”

Throughout Ellyn’s life and career, working through the health issues of others has built grit and perseverance into her character. It has also reframed her priorities: she focuses less on everyday challenges and more on what it takes to overcome them.

“These experiences have helped me to understand what I think is important in life,” says Ellyn. “Life is precious—a gift, and at times it is difficult. With strength and a positive attitude, I have always moved forward.”

Ellyn with her team: Michael and Jeanne



Growing up in River Forest, Illinois, Ellyn was raised by a strong father with a notable work ethic. Inspired by her dad, she started working at age fifteen. After attending Lake Forest College, marrying, and having kids, Ellyn began working with young children at the LaGrange Area Department of Special Education—her first experience with being a champion for people with limitations.

“I had the chance to work with three-to-five-year-olds who had speech needs,” she says. “My role was to encourage and support them and to help create a positive learning environment.”

When Ellyn’s husband had to leave the workforce in 2015 due to a serious illness, she needed a career with flexibility and growth opportunities, and quickly. Her natural skills in communication, setting expectations, networking, and as a tenacious negotiator made her an instant success in real estate. Also, her experience in overcoming difficult personal situations has made her an ideal client advocate.



“My life experience enables me to have difficult conversations and better connect with people,” says Ellyn. “I can assist [clients] in managing the various big emotions tied to a home sale or purchase, and I am not afraid to tell clients what they need to hear, even if it’s not always what they want to hear.”

“
**MY LIFE EXPERIENCE
 ENABLES ME TO
 HAVE DIFFICULT
 CONVERSATIONS AND
 BETTER CONNECT
 WITH PEOPLE.**
 ”

Because real estate is her chance to provide for her family and contribute to the lives of others, Ellyn sees her career as a privilege. Since she started her real estate career, Ellyn has seen continued success year after year, which has come mostly through referrals. As her confidence and reputation have grown, Ellyn has built out her team. About four years ago, Ellyn brought on Jeanne Blauw, a home stylist, and almost two years ago, Ellyn’s son, Michael, joined the team as a licensed agent.

“[Previously] Michael was in the medical device industry and was very successful. I discouraged his leaving and joining me, as I felt he had a better path forward with medical devices,” Ellyn shares. “Fortunately, he did not listen to me.”

Ellyn met Jeanne through their similar love of fitness—something they still share. In fact, you can add “fitness instructor” to Ellyn’s long list of roles and skills, as she regularly teaches barre and deep water running. And Ellyn’s past community involvement included her active volunteer work at AMITA Health LaGrange (now AdventHealth LaGrange) and Hinsdale hospitals—a familiar setting for Ellyn and her family—where she served on one of their boards.

Looking forward, Ellyn aims to grow her vibrant and successful team, and mentor Michael to become her business partner. Through it all, she stays motivated by focusing on putting her clients



first and her original reason for becoming a REALTOR®: a way to support herself and her family.


“I am passionate about putting a deal together. I am not driven by units sold or the commission,” states Ellyn. “I had to work to provide for my family while maintaining their emotional and spiritual needs. There was so much on the line.”

“Real estate is directly tied to my quality of life when I retire,” she adds. “I am working toward that goal while guiding others through to their real estate dreams.”

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| Miskatonic Brewing Company | Darien |
| Alter Brewing Company | Downers Grove |
| Emmett's Brewing Company | Downers Grove |
| Goldfinger Brewing Company | Downers Grove |
| Elmhurst Brewing Company | Elmhurst |
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“As a kid and young adult, I was always passionate about problem-solving and communication,” says Kris Maranda, managing partner of the Maranda Group with @properties Christie’s International Real Estate in Elmhurst. “I loved puzzles and games that require strategic thinking. They helped me develop analytical skills that are crucial for real estate market analysis.”

“These early interests and skills now play a significant role in negotiating deals, understanding client needs, and navigating the complexities of the real estate industry,” he says.

When we last checked in with Kris in June 2021, he was ramping up his business along with his team of

technologies to drive efficiency, optimize processes, and enhance the overall customer experience.”

“My background in business provided me with a strong foundation in financial analysis, market research, and strategic planning, all of which are highly applicable in the real estate industry,” he continues. “Additionally, my experience in computing equipped me with valuable technical skills and a keen understanding of how technology can transform traditional sectors.”

Kris also has an entrepreneurial spirit and a competitive drive—the latter developed during his time as a professional basketball player in Albania. Today, whether he’s involved

▶ cover story

By Lauren Young
Photos by KDE Photography

Kris Maranda

ACHIEVING THE AMERICAN DREAM

three REALTORS®, as well as actively serving listings in DuPage and Cook Counties. Since then, Kris has expanded his service area to his native country of Albania, all while building his team’s skill sets and tech know-how. His ability to conform to an ever-changing industry is a consistent throughline in his story.

After moving to the US from Albania via Italy in the late 1990s, Kris worked as a Microsoft-certified computer engineer in Chicago for several years. By 2005, he was looking for a new career to leverage his cultivated and particular business and computing skills. Real estate proved to be an ideal match.

“Real estate presents a unique opportunity to leverage both my business acumen and technical expertise,” explains Kris. “My computing background enables me to harness

with investing in rental properties, flipping houses, or new-construction projects, he’s able to express and utilize both traits along with creativity and strategic thinking.

“I could talk about real estate trends and market analysis all day,” he claims. “It’s fascinating to see how real estate evolves and impacts communities.” Kris says he loves to dive into data, discuss emerging trends, explore how different factors influence the market, and share insights and strategies with others who are passionate about the industry.

Kris’s team has enjoyed massive growth over the years. With over 2,000 successful transactions and over \$350 million in sales, the Maranda Real Estate Group stands out as a top performer. Kris credits not only his ability to evolve with changing technologies and practices, but his team’s diversity for this success.



Kris with his family.

We want to create a lasting legacy that reflects our values, commitment to excellence, and positive impact on the industry.



“I always emphasize several factors about our performance,” says Kris. “First, our diverse expertise and wide range of skills and experiences. Next, our client-centered, personalized, and dedicated service. And finally, our strong team spirit, which is supported by our collaborative and supportive environment.”

The team’s different backgrounds and fluency in Albanian, Italian, Spanish, Greek, and English allow them to effortlessly serve and develop and maintain long-lasting relationships with their diverse clientele.

While drawing in new clients and serving current clients are important goals for Kris’s team, so is community involvement. Together, they support local food banks, environmental groups, youth programs, and Habitat for Humanity through service and financial donations. These activities are in line with the team’s aim to contribute positively to the places where they work and live.

“We want to go above and beyond for our clients, and also create a lasting legacy that reflects our values, commitment to excellence, and positive impact on the industry,” says Kris.

Kris, his wife, Rudina, and their children— aspiring dentist, Erina, and future lawyer, Kevin—are close. Together they enjoy traveling, outdoor adventures, and quiet dinners at home.

“I have a wonderful family that means the world to me,” he says. “Rudina shares my passion for real estate and often supports me in my business endeavors. On rare days where I’m unmotivated, I stay focused by remembering my ‘why’: my family.”

When we asked Kris to reflect on his nearly twenty-year real estate career, he highlighted the people he’s met and the connections he’s kept. Ultimately, reaching the heights and enjoying the long-term success that he has means his American dream has been realized.

“I always had ‘the American dream’ in mind,” says Kris. “We came here from Albania without knowing many people and started from zero. If you have the [right] mindset and do the right thing, you can achieve anything.”




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▶ partner spotlight

By Lauren Young
By KDE Photography

From Horses to Homes

"I live by the Golden Rule and the 'good, better, best' mindset: 'Never let it rest until your good is better and your better is best,'" shares Katherin Frankovic of KDE Photography Inc. Since 2008, KDE Photography Inc. has been providing Chicagoland real estate agents with professional and affordable photography and videography services: exceptional listing photography, personal marketing photos, event coverage, and more.

With an interest in art and photography since she was very young, Katherin became more serious about pursuing an art-related career in high school. While attending Columbia College Chicago, she was drawn to photojournalism through Professor John H. White, a Chicago Sun Times photographer, Pulitzer Prize winner, and source of Katherin's "good, better, best" mindset. After graduation, Katherin completed a few internships at local newspapers until landing the gig of track photographer at Hawthorne Race Course.

"It was a perfect opportunity," says Katherin. "My family was always involved with horses when I was growing up, so they have always been a part of my life in some way. My work even won the photography contract for the then Arlington International Racecourse for the photography company I was working for at the time."

These jobs led to more work in racing and other areas of the equestrian world. Katherin covered the FEI World Equestrian Games, the Kentucky Three-Day Event (then known as the Rolex 4* Three-Day Event), and other local, national, and international competitions. She even started an equestrian-focused photography company called Equipix to offer her services and sell her photos.

"I was very successful, but the hours that work required did not coincide with starting a family, so I started to look for a change," says Katherin. "I took on the role of marketing coordinator for RE/MAX Professionals Select and began to offer my photography services to REALTORS® for listing photos. My business emerged from there."

KDE
PHOTOGRAPHY INC.



Katherin’s subject matter may be different now, but her clients highly value how her deft skills and eye for detail, which made her such a successful equine photographer, produce standout real estate photos and video.

“I have very high standards, and I take a lot of pride in delivering quality work,” states Katherin. “I continue to use the ethics that I learned from John H. White every day to create not only beautiful, but also honest photos that tell the story of a home.”

Over the years, her business has evolved as she’s embraced the changes in market and customer expectations. For example, Katherin readily adopted aerial photography—even adding “professional drone pilot” to her repertoire—and video into her work and offerings.

“The shift to video really happened during the pandemic, as agents were not able to show homes in person,” she explains. “Since then, video has become essential to almost all listings.”

Katherin has also developed a traveling photo studio for on location photo sessions. “I don’t just take photos, I also teach you how to position yourself for better photos and find your best angles,” she says.

“I continue to use the ethics that I learned from John H. White every day to create not only beautiful, but also honest photos that tell the story of a home.”



KDE Photography’s services also include tailored photography and personal marketing consultations because Katherin knows that building a personal brand is a key factor in the success of today’s agents.

“I specialize in personalized service and will tailor my services to meet my clients’ specific needs,” she emphasizes.

When she steps out from behind the camera, Katherin spends most of her downtime with her husband of sixteen years, Michael, and their two children, Evan (13) and Avery (10). They frequently go camping in their RV and find other reasons to be outdoors, like hiking and biking, and Katherin has a particular love for gardening.



Katherine with her horse, Takoda.



Katherine with her family.

She can still talk about horses all day and enjoys trail rides on the family horse, Takoda.

Katherin finds as much joy in her work in real estate as she did in the equestrian world. “I thoroughly enjoy helping my REALTOR® partners sell houses through my photography,” she says. “It’s very gratifying to hear when they have received compliments on their listing or gained a new client because of my work.”

¹ Quote is attributed to St. Jerome.

Contact Katherin at <https://www.kdephotography.com/> or call 630-244-9959 to learn more about the services KDE Photography Inc. provides.

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REAL DEAL BOOK CLUB:

Must-Reads for Real Estate's Most Successful Players

» business article

Never Split the Difference by Chris Voss

“Never Split the Difference” is a book written by former FBI hostage negotiator Chris Voss. It outlines a set of strategies for successful negotiation and conflict resolution, based on the author’s experiences in highstakes hostage situations. Chris argues that effective negotiation is less about logic and more about understanding the emotional needs and motivations of the other party.

He emphasizes the importance of listening actively and empathizing with the other person, as well as using strategic questions and “mirroring” to build rapport and gain insight into the other person’s perspective. The book is a valuable read for anyone who wants to improve their negotiation skills, whether it’s for personal or professional purposes. Chris’ techniques can be applied to a variety of situations, like real estate, sales, and even personal relationships.

By understanding and applying these strategies, readers can learn to navigate difficult conversations and reach more mutually beneficial outcomes.



Here are three key things you could learn from reading the full book:

1. How to use empathy and active listening to understand and align with your counterparts’ motivations.
2. How to ask targeted questions to gain insight into the other person’s perspective.
3. How to move away from traditional compromise-based negotiation

tactics and focus on finding mutually beneficial outcomes.

If you’re interested in developing your negotiation skills and becoming a more effective communicator, it’s worth checking out.

Just finished reading a book you would like to share? Reach out to Melissa Lopez at melissa.lopez@realproducersmag.com so that we can highlight you in a future issue.

The Fry Group, LLC



Vanessa Cici Fry, Attorney at Law
Residential & Commercial Real Estate Law



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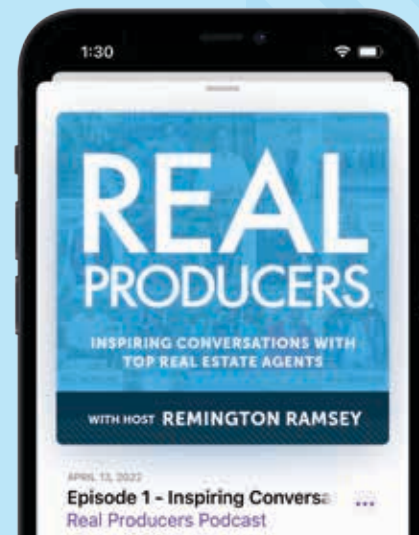
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TOP 150 STANDINGS

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 1 | Dawn | McKenna | 28 | \$66,294,500 | 12 | \$24,549,500 | 40 | \$90,844,000 |
| 2 | Tim | Schiller | 69 | \$56,839,791 | 43 | \$30,861,761 | 112 | \$87,701,552 |
| 3 | Bryan | Bomba | 28 | \$37,810,157 | 27 | \$35,126,405 | 55 | \$72,936,562 |
| 4 | Larysa | Domino | 21 | \$27,872,382 | 16 | \$23,101,400 | 37 | \$50,973,782 |
| 5 | Linda | Feinstein | 32 | \$36,212,520 | 9 | \$14,447,500 | 41 | \$50,660,020 |
| 6 | Kim | Dalasky | 27 | \$23,033,000 | 35 | \$21,809,400 | 62 | \$44,842,400 |
| 7 | Linda | Little | 77 | \$41,789,410 | 0 | \$0 | 77 | \$41,789,410 |
| 8 | Kelly | Stetler | 20 | \$16,029,211 | 29 | \$24,898,250 | 49 | \$40,927,461 |
| 9 | Lina | Shah | 18 | \$22,356,000 | 13 | \$13,922,490 | 31 | \$36,278,490 |
| 10 | Lance | Kammes | 42 | \$19,561,218 | 35 | \$15,607,900 | 77 | \$35,169,118 |
| 11 | Kris | Berger | 13 | \$19,317,000 | 14 | \$12,708,907 | 27 | \$32,025,907 |
| 12 | Nathan | Stillwell | 26 | \$17,056,307 | 25 | \$14,689,100 | 51 | \$31,745,407 |
| 13 | Christine | Wilczek | 39 | \$23,950,850 | 7 | \$5,321,000 | 46 | \$29,271,850 |
| 14 | Anita | Olsen | 55 | \$27,289,839 | 0 | \$0 | 55 | \$27,289,839 |
| 15 | Renee | Hughes | 19 | \$15,486,000 | 18 | \$11,455,900 | 37 | \$26,941,900 |
| 16 | Alice | Chin | 22 | \$17,207,000 | 13 | \$8,619,600 | 35 | \$25,826,600 |
| 17 | Maureen | Rooney | 18 | \$11,493,400 | 19 | \$14,036,183 | 37 | \$25,529,583 |
| 18 | Courtney | Stach | 17 | \$19,572,000 | 4 | \$5,500,500 | 21 | \$25,072,500 |
| 19 | Natalie | Weber | 14 | \$13,555,000 | 13 | \$11,451,601 | 27 | \$25,006,601 |
| 20 | Tracy | Anderson | 7 | \$9,676,509 | 13 | \$15,173,624 | 20 | \$24,850,133 |
| 21 | Julie | Sutton | 10 | \$15,529,000 | 4 | \$9,262,500 | 14 | \$24,791,500 |
| 22 | Pat | Murray | 31 | \$21,622,812 | 6 | \$3,152,500 | 37 | \$24,775,312 |
| 23 | Katie | Minott | 12 | \$12,337,400 | 11 | \$11,656,400 | 23 | \$23,993,800 |
| 24 | Walter | Burrell | 12 | \$12,560,000 | 9 | \$9,993,500 | 21 | \$22,553,500 |
| 25 | Tim | Binning | 49 | \$20,812,775 | 2 | \$1,205,000 | 51 | \$22,017,775 |
| 26 | Sarah | Leonard | 13 | \$6,219,500 | 36 | \$15,246,300 | 49 | \$21,465,800 |
| 27 | William | White | 23 | \$17,030,600 | 6 | \$4,310,000 | 29 | \$21,340,600 |
| 28 | Lori | Johanneson | 22 | \$14,891,385 | 10 | \$6,295,500 | 32 | \$21,186,885 |
| 29 | Jan | Morel | 9 | \$8,315,500 | 10 | \$12,041,000 | 19 | \$20,356,500 |
| 30 | Bridget | Salela | 13 | \$15,031,999 | 4 | \$4,182,000 | 17 | \$19,213,999 |
| 31 | Elaine | Pagels | 24 | \$14,314,500 | 10 | \$4,862,000 | 34 | \$19,176,500 |
| 32 | Katherine | Karvelas | 7 | \$12,991,000 | 5 | \$5,858,000 | 12 | \$18,849,000 |
| 33 | Patty | Wardlow | 20 | \$9,878,844 | 17 | \$8,857,000 | 37 | \$18,735,844 |
| 34 | Mike | Berg | 30 | \$14,057,000 | 6 | \$4,559,250 | 36 | \$18,616,250 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 35 | Megan | McCleary | 6 | \$13,131,500 | 3 | \$5,084,000 | 9 | \$18,215,500 |
| 36 | Ginny | Stewart | 9 | \$13,064,400 | 3 | \$3,967,900 | 12 | \$17,032,300 |
| 37 | Sairavi | Suribhotla | 8 | \$4,063,400 | 23 | \$12,223,695 | 31 | \$16,287,095 |
| 38 | Simran | Dua | 10 | \$6,958,500 | 11 | \$9,303,906 | 21 | \$16,262,406 |
| 39 | Briana | Murray | 4 | \$3,198,990 | 7 | \$12,822,500 | 11 | \$16,021,490 |
| 40 | Jeffrey | Proctor | 4 | \$6,106,000 | 8 | \$9,857,001 | 12 | \$15,963,001 |
| 41 | Natasha | Miller | 16 | \$10,900,000 | 9 | \$4,613,990 | 25 | \$15,513,990 |
| 42 | Michael | Muisenga | 8 | \$10,325,905 | 8 | \$5,148,500 | 16 | \$15,474,405 |
| 43 | Julie | Roback | 15 | \$7,614,500 | 13 | \$7,656,500 | 28 | \$15,271,000 |
| 44 | Virginia | Jackson | 13 | \$8,216,016 | 10 | \$6,932,410 | 23 | \$15,148,426 |
| 45 | Tom | Fosnot | 26 | \$11,028,300 | 12 | \$4,089,800 | 38 | \$15,118,100 |
| 46 | Michael | Thornton | 11 | \$5,022,500 | 20 | \$10,054,000 | 31 | \$15,076,500 |
| 47 | Holley | Kedzior | 11 | \$6,371,277 | 15 | \$8,560,900 | 26 | \$14,932,177 |
| 48 | Margaret | Smego | 9 | \$10,214,500 | 6 | \$4,609,900 | 15 | \$14,824,400 |
| 49 | Jill | Clark | 11 | \$9,855,900 | 4 | \$4,494,900 | 15 | \$14,350,800 |
| 50 | Jennifer | Iaccino | 8 | \$8,997,222 | 7 | \$5,031,000 | 15 | \$14,028,222 |

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

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|----------------|--------|--------------|--------|--------------|---------|--------------|
| 51 | Susan | Hoerster | 11 | \$6,260,500 | 12 | \$7,740,400 | 23 | \$14,000,900 |
| 52 | Kim | Moustis | 18 | \$7,238,100 | 14 | \$6,720,900 | 32 | \$13,959,000 |
| 53 | Eric | Logan | 16 | \$8,484,900 | 10 | \$5,455,000 | 26 | \$13,939,900 |
| 54 | Ginny | Leamy | 11 | \$3,183,400 | 18 | \$10,384,990 | 29 | \$13,568,390 |
| 55 | Beth | Burt | 8 | \$6,329,000 | 6 | \$7,085,500 | 14 | \$13,414,500 |
| 56 | Penny | O'Brien | 14 | \$9,447,277 | 7 | \$3,792,500 | 21 | \$13,239,777 |
| 57 | Patrick | Roach | 9 | \$5,336,500 | 15 | \$7,806,500 | 24 | \$13,143,000 |
| 58 | Nicholas | Solano | 17 | \$13,142,272 | 0 | \$0 | 17 | \$13,142,272 |
| 59 | Julie | Schwager | 15 | \$8,474,200 | 8 | \$4,579,125 | 23 | \$13,053,325 |
| 60 | Jackie | Angiello | 13 | \$7,225,500 | 9 | \$5,677,500 | 22 | \$12,903,000 |
| 61 | Justin | Greenberg | 4 | \$2,632,000 | 22 | \$10,200,363 | 26 | \$12,832,363 |
| 62 | Cindy | Banks | 20 | \$9,436,500 | 7 | \$3,240,962 | 27 | \$12,677,462 |
| 63 | Holly | Connors | 17 | \$8,098,500 | 10 | \$4,266,555 | 27 | \$12,365,055 |
| 64 | Susan | Cook | 5 | \$7,296,000 | 5 | \$4,999,499 | 10 | \$12,295,499 |
| 65 | Moin | Haque | 9 | \$7,257,000 | 7 | \$4,835,990 | 16 | \$12,092,990 |
| 66 | Keith | McMahon | 11 | \$6,660,500 | 9 | \$5,258,000 | 20 | \$11,918,500 |
| 67 | Oriana | Van Someren | 5 | \$6,976,000 | 4 | \$4,785,000 | 9 | \$11,761,000 |
| 68 | Yvonne | Despinich | 10 | \$9,787,500 | 3 | \$1,936,000 | 13 | \$11,723,500 |
| 69 | Lisa | Read | 3 | \$4,100,000 | 2 | \$7,600,000 | 5 | \$11,700,000 |
| 70 | Puneet | Kapoor | 9 | \$5,556,500 | 10 | \$6,111,390 | 19 | \$11,667,890 |
| 71 | Joseph | Champagne | 10 | \$6,163,800 | 10 | \$5,336,000 | 20 | \$11,499,800 |
| 72 | Debra | Stenke-Lendino | 6 | \$4,638,200 | 6 | \$6,700,500 | 12 | \$11,338,700 |
| 73 | Chase | Michels | 9 | \$6,163,000 | 6 | \$5,156,500 | 15 | \$11,319,500 |
| 74 | Michael | LaFido | 12 | \$10,607,900 | 1 | \$600,000 | 13 | \$11,207,900 |
| 75 | Lisa | Byrne | 9 | \$6,189,322 | 8 | \$5,008,275 | 17 | \$11,197,597 |
| 76 | Sabrina | Glover | 10 | \$4,078,000 | 14 | \$7,116,999 | 24 | \$11,194,999 |
| 77 | Stana | Vukajlovic | 6 | \$8,662,000 | 3 | \$2,529,224 | 9 | \$11,191,224 |
| 78 | Courtney | Monaco | 14 | \$7,264,500 | 11 | \$3,866,000 | 25 | \$11,130,500 |
| 79 | Paul | Baker | 14 | \$5,238,704 | 14 | \$5,877,938 | 28 | \$11,116,642 |
| 80 | Natalie | Ryan | 3 | \$3,488,000 | 5 | \$7,505,000 | 8 | \$10,993,000 |
| 81 | Stacey | Harvey | 8 | \$5,992,000 | 8 | \$4,968,150 | 16 | \$10,960,150 |
| 82 | Geri | McCafferty | 6 | \$7,830,000 | 3 | \$2,695,400 | 9 | \$10,525,400 |
| 83 | Madison | Verdun | 6 | \$2,763,000 | 16 | \$7,537,400 | 22 | \$10,300,400 |
| 84 | Brandon | Blankenship | 2 | \$976,000 | 15 | \$9,295,000 | 17 | \$10,271,000 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|--------------|--------|-------------|--------|-------------|---------|--------------|
| 85 | Kathie | Frerman | 5 | \$2,921,000 | 11 | \$7,322,715 | 16 | \$10,243,715 |
| 86 | Christopher | Cobb | 9 | \$6,580,900 | 3 | \$3,660,000 | 12 | \$10,240,900 |
| 87 | Cindy | Purdom | 8 | \$4,885,800 | 12 | \$5,317,375 | 20 | \$10,203,175 |
| 88 | Gail | Niermeyer | 10 | \$7,612,000 | 3 | \$2,581,999 | 13 | \$10,193,999 |
| 89 | Paul | Mancini | 6 | \$6,466,500 | 5 | \$3,700,000 | 11 | \$10,166,500 |
| 90 | Maureen | Aylward | 10 | \$7,449,900 | 3 | \$2,698,000 | 13 | \$10,147,900 |
| 91 | Vinita | Arora | 6 | \$3,339,000 | 13 | \$6,791,015 | 19 | \$10,130,015 |
| 92 | Margaret | Giffin | 8 | \$5,467,000 | 8 | \$4,632,500 | 16 | \$10,099,500 |
| 93 | Subhapiya | Lakshmanan | 2 | \$1,140,000 | 22 | \$8,729,210 | 24 | \$9,869,210 |
| 94 | David | Gust | 12 | \$6,118,500 | 7 | \$3,574,500 | 19 | \$9,693,000 |
| 95 | ElizaBeth | Schoonenberg | 8 | \$7,706,778 | 4 | \$1,986,000 | 12 | \$9,692,778 |
| 96 | Chris | Pequet | 8 | \$8,953,000 | 1 | \$650,000 | 9 | \$9,603,000 |
| 97 | Donald | Romanelli | 5 | \$5,431,500 | 5 | \$4,158,000 | 10 | \$9,589,500 |
| 98 | Carrie | Foley | 5 | \$3,412,200 | 10 | \$6,154,000 | 15 | \$9,566,200 |
| 99 | Jeff | Salhani | 4 | \$3,010,677 | 8 | \$6,255,000 | 12 | \$9,265,677 |
| 100 | Anna | Fiascone | 3 | \$5,050,000 | 4 | \$4,160,000 | 7 | \$9,210,000 |

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TOP 150 STANDINGS

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

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|-----------------|--------|-------------|--------|-------------|---------|-------------|
| 101 | David | Aranki | 4 | \$6,666,867 | 3 | \$2,490,500 | 7 | \$9,157,367 |
| 102 | Diane | Coyle | 15 | \$6,743,850 | 5 | \$2,337,999 | 20 | \$9,081,849 |
| 103 | Sarah | Machmouchi | 12 | \$5,722,400 | 6 | \$3,327,500 | 18 | \$9,049,900 |
| 104 | Denis | Horgan | 16 | \$6,489,500 | 7 | \$2,523,611 | 23 | \$9,013,111 |
| 105 | Lisa | Zeller-O'Malley | 2 | \$1,910,000 | 6 | \$7,090,000 | 8 | \$9,000,000 |
| 106 | Lea | Smirniotis | 4 | \$4,551,000 | 4 | \$4,391,867 | 8 | \$8,942,867 |
| 107 | Tracy | Driscoll | 8 | \$5,848,000 | 4 | \$3,085,000 | 12 | \$8,933,000 |
| 108 | Angela | Testa-Kerivan | 11 | \$6,895,100 | 4 | \$2,030,000 | 15 | \$8,925,100 |
| 109 | Troy | Cooper | 6 | \$4,530,500 | 8 | \$4,391,900 | 14 | \$8,922,400 |
| 110 | Joanna | Matthies | 5 | \$5,111,000 | 4 | \$3,777,500 | 9 | \$8,888,500 |
| 111 | Sarah | Swanson | 1 | \$2,175,000 | 4 | \$6,660,000 | 5 | \$8,835,000 |
| 112 | Melanie | Young | 13 | \$5,689,000 | 6 | \$3,100,000 | 19 | \$8,789,000 |
| 113 | Kimberly | Heller | 15 | \$5,906,000 | 6 | \$2,878,520 | 21 | \$8,784,520 |
| 114 | William | Finrock | 1 | \$470,000 | 15 | \$8,299,000 | 16 | \$8,769,000 |
| 115 | Rachna | Jain | 4 | \$4,442,115 | 5 | \$4,258,000 | 9 | \$8,700,115 |
| 116 | Dimpi | Mittal | 6 | \$3,927,400 | 10 | \$4,746,777 | 16 | \$8,674,177 |
| 117 | John | Barry | 4 | \$6,575,000 | 2 | \$2,095,000 | 6 | \$8,670,000 |
| 118 | Cynthia | Windeler | 12 | \$5,915,719 | 3 | \$2,586,000 | 15 | \$8,501,719 |
| 119 | Caroline | Senetar | 13 | \$7,419,800 | 2 | \$1,076,000 | 15 | \$8,495,800 |
| 120 | Tom | Makinney | 6 | \$5,258,000 | 4 | \$3,170,000 | 10 | \$8,428,000 |
| 121 | Ryan | Cherney | 15 | \$8,309,468 | 1 | \$85,000 | 16 | \$8,394,468 |
| 122 | Catherine | Bier | 4 | \$1,914,500 | 8 | \$6,461,762 | 12 | \$8,376,262 |
| 123 | Elaine | Zannis | 5 | \$4,695,000 | 3 | \$3,650,000 | 8 | \$8,345,000 |
| 124 | Kimberly | Brown-Lewis | 4 | \$1,859,000 | 16 | \$6,463,100 | 20 | \$8,322,100 |
| 125 | Thomas | Pilafas | 11 | \$7,320,600 | 1 | \$950,000 | 12 | \$8,270,600 |
| 126 | Jennifer | Conte | 6 | \$5,251,000 | 6 | \$3,015,000 | 12 | \$8,266,000 |
| 127 | Shelley | Brzozowski | 5 | \$4,191,000 | 5 | \$4,022,000 | 10 | \$8,213,000 |
| 128 | Michael | Odeh | 11 | \$5,669,000 | 3 | \$2,524,000 | 14 | \$8,193,000 |
| 129 | Kelly | Dunlop | 5 | \$3,062,454 | 10 | \$5,124,455 | 15 | \$8,186,909 |
| 130 | Vanessa | Carlson | 11 | \$6,646,000 | 3 | \$1,515,000 | 14 | \$8,161,000 |
| 131 | George | Simic | 6 | \$3,715,077 | 8 | \$4,408,965 | 14 | \$8,124,042 |
| 132 | Charles | McCann | 10 | \$5,269,500 | 8 | \$2,818,000 | 18 | \$8,087,500 |
| 133 | Christopher | Lobrillo | 25 | \$8,086,600 | 0 | \$0 | 25 | \$8,086,600 |
| 134 | Sang | Han | 1 | \$832,248 | 9 | \$7,105,000 | 10 | \$7,937,248 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|------------|--------|-------------|--------|-------------|---------|-------------|
| 135 | Lynda | Wehrli | 7 | \$3,932,000 | 5 | \$3,988,000 | 12 | \$7,920,000 |
| 136 | Vipin | Gulati | 5 | \$1,732,000 | 7 | \$6,116,000 | 12 | \$7,848,000 |
| 137 | Mary | Braatz | 12 | \$5,562,254 | 3 | \$2,272,500 | 15 | \$7,834,754 |
| 138 | Mimi | Collins | 1 | \$6,000,000 | 2 | \$1,770,000 | 3 | \$7,770,000 |
| 139 | Kathy | McKinney | 7 | \$4,657,000 | 5 | \$3,104,500 | 12 | \$7,761,500 |
| 140 | Alexander | Abramowicz | 3 | \$4,305,000 | 2 | \$3,449,500 | 5 | \$7,754,500 |
| 141 | Jack | Brennan | 4 | \$5,235,000 | 3 | \$2,510,000 | 7 | \$7,745,000 |
| 142 | Jennifer | Drohan | 9 | \$4,925,600 | 6 | \$2,803,500 | 15 | \$7,729,100 |
| 143 | Josie | Morrison | 15 | \$4,091,028 | 11 | \$3,611,000 | 26 | \$7,702,028 |
| 144 | Bridget | Carroll | 7 | \$4,950,140 | 3 | \$2,625,000 | 10 | \$7,575,140 |
| 145 | Colleen | Verbiscer | 1 | \$1,190,000 | 7 | \$6,363,100 | 8 | \$7,553,100 |
| 146 | Lauren | Dayton | 1 | \$7,550,000 | 0 | \$0 | 1 | \$7,550,000 |
| 147 | Marge | Stefani | 1 | \$1,775,000 | 3 | \$5,765,000 | 4 | \$7,540,000 |
| 148 | Kris | Maranda | 8 | \$3,290,500 | 13 | \$4,209,400 | 21 | \$7,499,900 |
| 149 | Carl | Cho | 5 | \$2,133,786 | 10 | \$5,363,500 | 15 | \$7,497,286 |
| 150 | Julie | Kaczor | 8 | \$5,278,500 | 4 | \$2,195,000 | 12 | \$7,473,500 |

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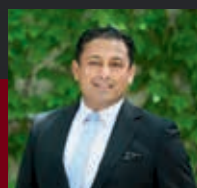



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