

CHICAGO

FEBRUARY 2025

# REAL PRODUCERS<sup>®</sup>



**PARTNER  
SPOTLIGHT:**

ALEX MARGULIS  
CROSSCOUNTRY  
MORTGAGE

**WINTER EVENT:**

AGENT PANEL  
Hosted by  
Sociale Chicago  
Monday, February 10th  
Details on page 44

## Celebrating Team Excellence

RECOGNIZING TOP TEAM MEMBERS



# HAVEN Is Chicago

## LINCOLN PARK

This picturesque neighborhood is a nature lover's dream — manicured gardens, a hidden lily pond, a historic indoor botanical garden, and tons of lakefront green space with sweeping city views. It also happens to be home to one of the country's oldest free zoos and an acclaimed dining scene.

[www.havenhomestager.com](http://www.havenhomestager.com) | 312.380.1276 | [info@havenhomestager.com](mailto:info@havenhomestager.com)



# THE **KEY** TO YOUR CLIENT'S **HEART** *(and Home)*

*Heartfelt Inspections,  
Honest Information,  
Smart Decisions.*



We empower our clients with accurate, detailed information so they can make informed decisions.

**Before you write that check, call 312-INSPECT!**

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



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



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



[inspectingchicago.com](http://inspectingchicago.com)  
**312.INSPECT**  
[info@inspectingchicago.com](mailto:info@inspectingchicago.com)



# Contents

Celebrating Team Excellence **14**



## IN THIS ISSUE

- 5 Meet The Team**
- 9 Preferred Partners**
- 13 Publisher's Note**
- 14 Celebrating Team Excellence:** Travis Smith
- 18 Celebrating Team Excellence:** Ann Brown
- 24 Partner Spotlight:** Alex Margulis with CrossCountry Mortgage
- 28 Celebrating Team Excellence:** Lauren Herskovic
- 32 Celebrating Team Excellence:** Mark Hinrichs
- 36 Celebrating Team Excellence:** Diana Grinnell
- 44 Winter Event:** Sociale, Monday, Feb. 10th
- 48 Top 250 Standings**

## PROFILES



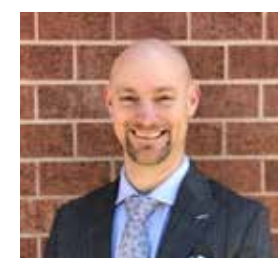
**24** Alex Margulis with CrossCountry Mortgage



**44** Winter Event

If you are interested in nominating people for certain stories, please email us at: [andy.burton@n2co.com](mailto:andy.burton@n2co.com)

## Meet The Team



**Andy Burton**  
Publisher



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



**Melissa Lopez**  
Operations and Content Specialist



**Antonio Delao**  
Account Executive of Relationships



**Christine Thom**  
Managing Editor



**Alysha Garner**  
Ad Strategist



**Caleb Pickman**  
Photographer



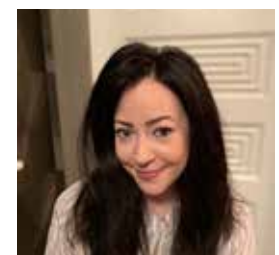
**Sonya Martin**  
Photographer



**Richard Camacho**  
Photographer



**Chris Menezes**  
Writer



**Blair Piell**  
Events Coordinator



**Travis Heberling**  
Videographer



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



# Your Path to Closing Success

Close your deal fast and give your clients the peace of mind they deserve.



**Justin Strane**

Contact Justin

(312) 262-3636 • [Justin@FrontDoorLegal.com](mailto:Justin@FrontDoorLegal.com) • [FrontDoorLegal.com](http://FrontDoorLegal.com)  
2502 N. Clark St., Ste. 236, Chicago, IL 60614

# DON'T LET YOUR CLIENT GET THE SHAFT, WORK WITH SCHAFF

Ask how we can help you get more referrals from your clients compared to any other lender!



**DUSTIN SCHAFF**

Producing Branch Manager | NMLS# 222644  
 dustin@theschaffgroup.com  
 847-668-7877  
 www.TheSchaffGroup.com



Luminate Home Loans, Inc. NMLS#150953. Corporate Headquarters 2523 Wayzata Blvd S. 200, Minneapolis MN 55405. This advertisement does not constitute a loan approval or loan commitment. Loan approval and/or loan commitment is subject to final underwriting review and approval.



## WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- Reputation Management
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media
- Yelp Partnership

Reach out to the publisher of this magazine for more information.



[HYPORTDIGITAL.COM](http://HYPORTDIGITAL.COM)



CLIENTS *Love Receiving* CUTCO CLOSING GIFTS BECAUSE... THEY USE IT EVERY DAY!

Cutco Closing Gifts are Appropriate for the Following Situations:

- Current & Future Closings
- Going Back to Past Clients
- Referral Gifts
- Thank You Gift after a Listing Presentation
- Staying Top of Mind
- Show Appreciation
- Raffle Prizes/Donations/ Giveaways/Silent Auctions

All of the above is tax deductible since it is engraved with your contact information\*

Have you used our gifting strategy for something that is not listed? Share it with us and we will send you a free piece of Cutco!

\*Consult your CPA



*Your Chicagoland Client Retention System*

CutAboveGifts@gmail.com  
 CutAboveGifts.com



American made since 1949

## GET THE SIGNATURE EXPERIENCE OF HOME STAGING

# SIGNATURE STAGING

signaturechicago.com  
info@signaturechicago.com  
312-854-9515  

# Preferred Partners

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

**ACCOUNTING - CPA**  
**Manning Silverman & Co.**  
(847) 459-8850  
ManningSilverman.com

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

**APPRAISAL SERVICES**  
**Appraisal Solutions Group**  
(773) 236-8020

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

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

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

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

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

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

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

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

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

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

**Susan Kim LLC**  
(224) 404-3131  
Susankimlaw.com

**The David Frank Law Group**  
(773) 255-6499  
TheDavidFrankLawGroup.com

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

**CLIENT AND REFERRAL GIFTS**  
**Cutco Closing Gifts**  
**Cut Above Gifts**  
(312) 899-6085  
CutAboveGifts.com

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

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

**FINANCIAL ADVISOR**  
**Morgan Lougee**  
**Financial Planning**  
(312) 368-3717  
WestPointFinancialGroup.com/  
Associates/Morgan-Lougee

**Northwestern Mutual**  
**Jon Dickinson**  
(847) 969-2585  
Jonathan-Dickinson.com

**FLOORING**  
**Footprints Floors**  
(773) 825-9955  
Footprintsfloors.com/chicago

**HOME INSPECTION**  
**Chicago Building Inspections**  
312-INSPECT  
InspectingChicago.com

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

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

**Inspectrum**  
(773) 929-9889  
Inspectrum.com

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

**The BrickKicker**  
(630) 420-9900  
Brickkicker.com/Chicagoland

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

**HOME WARRANTY**  
**Achosa Home Warranty**  
**Kim Bisailon**  
(847) 975-6706  
AchosaHW.com

**HWA Home Warranty of America**  
(888) 492-7359  
HWAHomeWarranty.com

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

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

**MORTGAGE / LENDER**  
**A & N Mortgage Services**  
(773) 305-7037  
ANmtg.com

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

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

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

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

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

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

**Huntington National Bank**  
**Rob Jones**  
(847) 651-6871  
www.huntington.com/

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

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

**Rate Devontae Brooks**  
(773) 599-1332  
www.rate.com/loan-officers/  
devontae-brooks-1531190

**The Bobart Team at CrossCountry Mortgage**  
**Michelle Bobart**  
(312) 953-7365  
crosscountrymortgage.com/  
michelle-bobart/

**MOVING & STORAGE**  
**MOOvers Chicago Inc.**  
(773) 832-7350  
mooverschicago.com/

**MOVING COMPANY**  
**H2H Movers**  
(773) 236-8797  
H2HMovers.com

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

## Out With The Old In With The New!



### This is how we stand out in the industry:

- Homeowners choose their own contractor.
- Contractors are paid anticipated retail rates.
- Achosa pays contractor over the phone with a CC.
- Achosa's average claim is open for less than 3 days!
  - 30 seconds or less hold times
  - 9.4 out of 10 customer rating

Call Kim for a \$50 Discount of ALL Plans!



SCAN ME



**ACHOSA**  
HOME WARRANTY, LLC

**Kim Bisailon**

Senior Sales Executive | 13 Years in the Business



Call or Text: 847.975.6706 | Email: kimb@achosahw.com

# MAZEK LAW GROUP

*Going Beyond the Transaction to Protect All of Your Clients' Assets*

ENTITY FORMATION • ESTATE PLANNING • ASSET PROTECTION



## Michael Mazek

Founder & Attorney  
Michael@MazekLaw.com  
mazeklaw.com  
773-800-0141 (Call/Text)  
3805 N. Lincoln Ave.  
Chicago, IL 60613

# Preferred Partners

CONTINUED

## PEST SOLUTIONS

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

## PICTURE FRAMING

Prints Unlimited Gallery  
(773) 871-9900  
Prints-Unlimited.com

## REMODELER

Renovation Sells  
(773) 301-9125  
RenovationSells.com

## TITLE INSURANCE

Chicago Title  
(312) 223-2270  
ctic.com

## PHOTOGRAPHY

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

## PROPERTY MANAGEMENT

Elevated Property  
Management LLC  
(773) 951-9153  
ElevatedPMG.com

## STAGING

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

## VIDEOGRAPHER

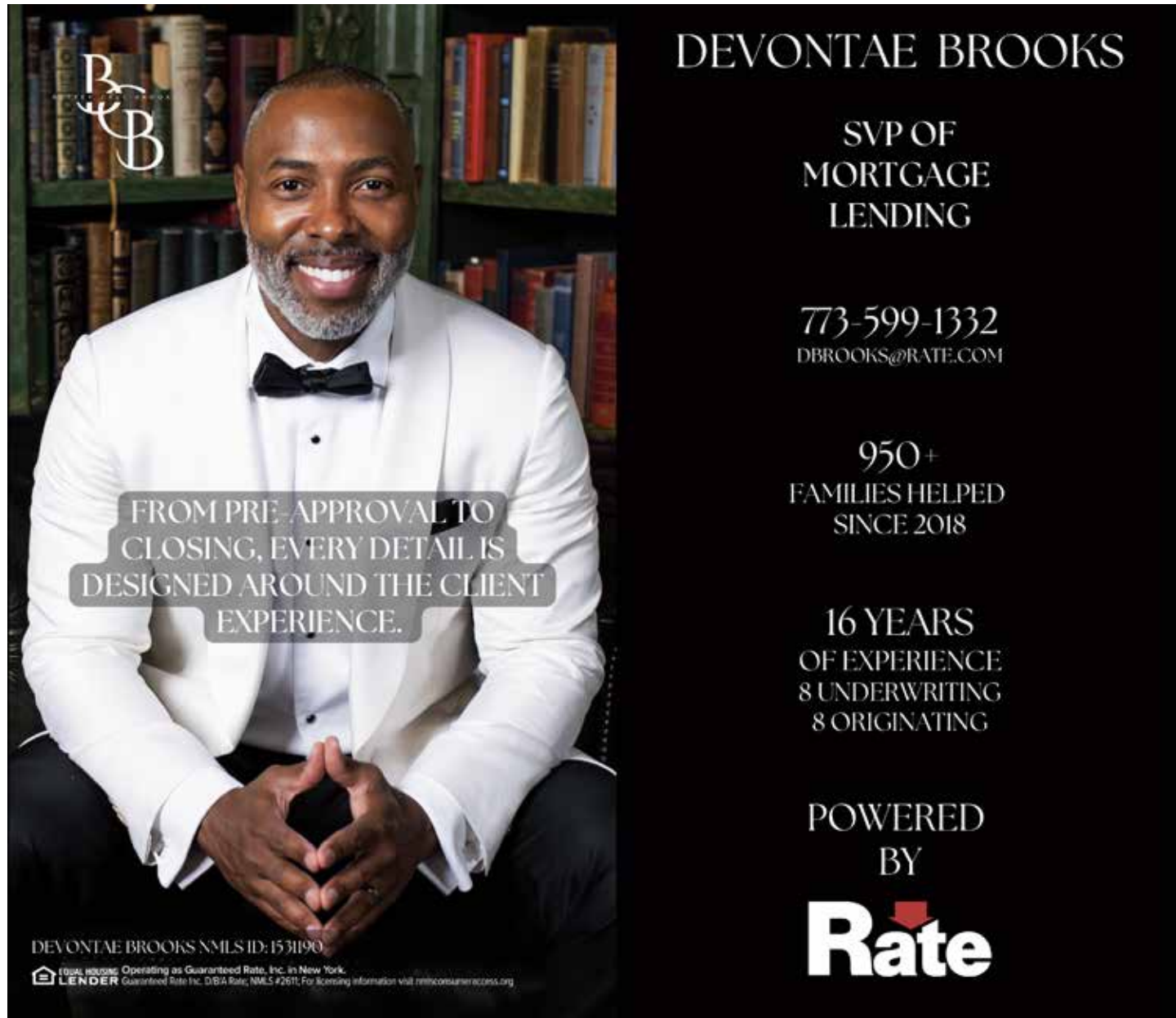
Visual FilmWorks  
Travis Heberling  
(872) 356-8135  
VisualFilmWorks.com

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

## REAL ESTATE PHOTOGRAPHY/ VIDEO/MATTERPORT

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

Signature Staging  
(312) 854-9515  
SignatureChicago.com



**DEVONTAE BROOKS**

SVP OF  
MORTGAGE  
LENDING

773-599-1332  
DBROOKS@RATE.COM

950+  
FAMILIES HELPED  
SINCE 2018

16 YEARS  
OF EXPERIENCE  
8 UNDERWRITING  
8 ORIGINATING

POWERED  
BY

**Rate**

FROM PRE-APPROVAL TO  
CLOSING, EVERY DETAIL IS  
DESIGNED AROUND THE CLIENT  
EXPERIENCE.

DEVONTAE BROOKS NMLS ID: 1531190  
EQUAL HOUSING LENDER Operating as Guaranteed Rate, Inc. in New York.  
Guaranteed Rate Inc. D/B/A Rate, NMLS #2611. For licensing information visit [nmlsconsumeraccess.org](http://nmlsconsumeraccess.org)

# GET FASTER SALES THROUGH IMMERSIVE VISUALS

Showcase your latest listing, from rooms to amenities, nearby neighborhoods and key selling points, for quicker sales and higher sale prices.

Brand Content  
Testimonials  
Lifestyle Videos  
Property Videos  
Photography  
Drone



Contact us to find out  
how you can take your  
business to the next  
level.

(872) 356-8135  
VisualFilmworks.com  
Info@VisualFilmworks.com

HEAR WHAT  
OUR CLIENTS  
HAVE TO SAY





# This Month, Show Your Clients You CARE Partner With Joel Schaub

**Rate** | THE  
JOEL SCHAUB  
TEAM

## JOEL SCHAUB - VP OF MORTGAGE LENDING

Joel@Rate.com | 773-654-2049

3940 NORTH RAVENSWOOD CHICAGO, IL 60613

#1 LOAN OFFICER IN CHICAGO 2023

#2 TEAM IN THE STATE OF ILLINOIS

10 TEAM MEMBERS

20 YEARS EXPERIENCE

19 STATE LICENSES

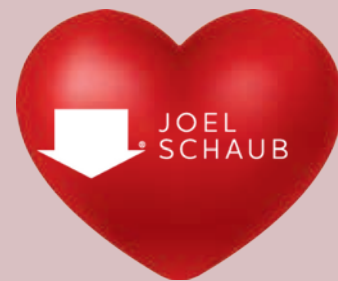
LENDER OF THE YEAR 2024

OVER  
\$225 MILLION

CLOSED IN LAST 24 MONTHS

OVER  
7,500

FAMILIES SERVED IN CAREER



OVER  
\$1 BILLION  
IN CLOSED CAREER VOLUME

OVER  
\$50,000  
DONATED TO  
CHARITY IN 2023

OVER  
300  
5 STAR REVIEWS  
ON GOOGLE

OVER  
\$288,000  
GIVEN BACK TO  
CLIENTS IN 2023

Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Rate for more information.



Joel Schaub, NMLS #224512; NMLS License #2611  
For Licensing Information, go to [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)

Career origination data and activity per internal records and data  
Guaranteed Rate, Inc. D/B/A Rate; NMLS #2611



I communicate with a plethora of REALTORS® in any given month via phone, text, email, social media, AOL chat rooms (if you LOL'd just now that means you're old), and the overarching theme is that the 2025 real estate market will be the best we've experienced since the pandemic. Interest rates have leveled out and the generic homebuyer is more accepting of current market conditions compared to 2020 and 2021. We hope you ride the wave with us on February 10th and can come learn from our panelists what they are implementing this year in order to maximize their production in 2025.

**Karen Biazar, Stefanie Lavelle, Eugene Fu, Mario Greco, Grigory Pekarsky, and Ben Lalez** have all graciously carved several hours out of their schedule to deliver the goods!

When? The event will kick off the day after the Super Bowl. Monday, February 10th at 10AM

Where? Sociale Chicago located in the South Loop (800 S Clark St. Chicago, IL 60605).

Are food and beverages provided? Yes. Specific details and the registration link can be found on page 44.

See you on February 10th!



**Andy Burton**  
Publisher  
[andy.burton@n2co.com](mailto:andy.burton@n2co.com)

## THE HOMEBUYER'S HOUR with Charlie Bellefontaine

*We Want  
Your Story!*

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



**LET'S GET YOU ON-THE-AIR**  
Call Charlie: 603-327-2700

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

### YOUR HOSTS & CO-HOSTS



**Joey Mathews**  
Neighborhood Loans  
NMLS# 1330694 • 630-235-2405



**Patrick Loftus**  
Loftus Law  
773-632-8330

# TRAVIS SMITH

WITH THE  
SCOTT GROUP

*Sliding Into Home*

BY LAUREN YOUNG  
PHOTOS BY SONYA MARTIN

“I feel like real estate is part of who I am at this point,” says REALTOR® Travis Smith with the Scott Team at Compass. “It never feels like work.”

An athlete throughout his life, Travis focused on baseball until he graduated from college. That his first job after college ended up being his lifelong career is something he attributes to sheer luck.

“Honestly, it was just happenstance,” says Travis. “I feel extremely lucky with how it played out. I didn’t really know what I was getting into from the start, but I couldn’t have asked for a better fit for a career.”



Born and raised in Austin, Texas, Travis’s childhood was filled with encouragement combined with a focus on competing to achieve goals—a mindset that would stay with him through his college years and beyond.

“My parents were always my biggest cheerleaders,” Travis says. “They did everything in their power to set me up to be successful in life.”

After graduating from high school, Travis attended the University of Michigan, where he played collegiate baseball and double-majored in political science and sociology. In academics and sports, he was expected to maintain a high level of hard work, focus, and discipline—an excellent foundation for his professional life.

“Being in sports all my life, I enjoy the competitive nature of real estate

and sales in general,” he says. “It was an easy fit from the start.”

Upon graduating from college in 2012, Travis knew he wanted to call Chicago home, but he wasn’t yet certain of his career path. He accepted that first job at HomeScout Realty (now part of Coldwell Banker) on a whim, thinking it would at least serve as a stepping stone toward a career that, at the time, he still couldn’t picture.

“I took my first job not knowing real estate would end up being my calling,” he laughs. “It all kind of fell into place.”

Travis quickly adapted to the industry and found his niche, driven by the thrill of competing and the satisfaction of helping clients through such an important life moment. Early on, he met REALTOR® Darrell Scott, who was also at HomeScout. Their professional

relationship quickly grew into a friendship, and Darrell, who has been a pivotal figure in Travis’s career ever since, soon became both a mentor and a steady source of support through the ups and downs of the real estate world.

“Having someone like Darrell as a friend and mentor has made a sometimes difficult job much easier,” says Travis.

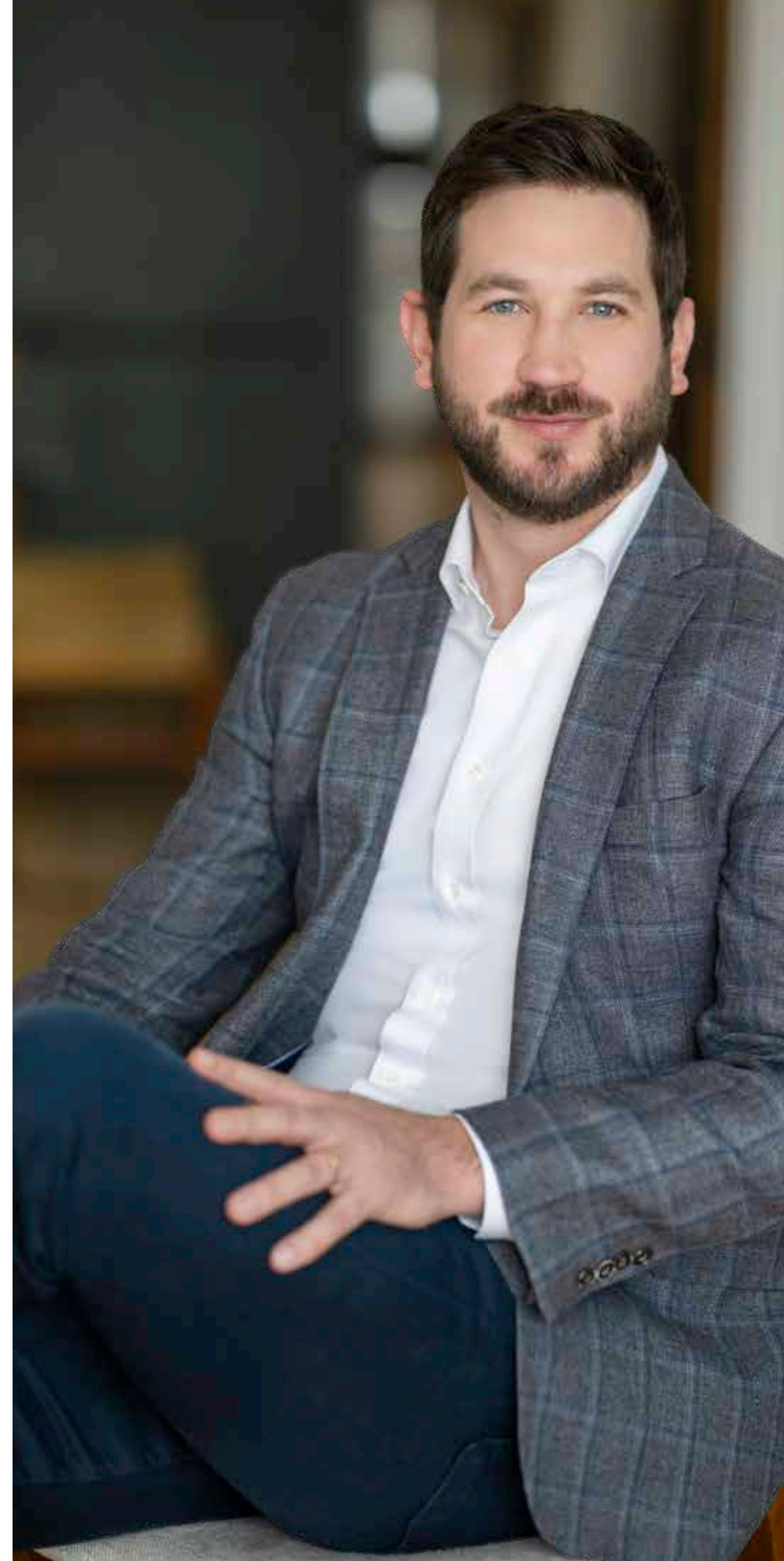
Travis initially focused on rentals, completing over 100 deals per year. This approach helped him learn the ins and outs of the Chicago market and the city’s neighborhoods, understand client needs, and expand his network. But he knew that his heart lay in real estate sales. The transition wasn’t easy, and he had to step out of his comfort zone.

“I wanted to shift to sales, and with Darrell and the team’s help, I dove in,” Smith explains. “It was probably the only time in my career where I had to give up something that was working, learn a new process, and take a leap of faith that everything would work out.”

That leap paid off. Smith built a strong foundation in sales and began growing his business organically. Today, his business mainly consists of repeat clients and referrals.

Since moving with Darrell to Compass in 2019 as a senior broker associate of the Scott Group, Travis’s reputation for dedication and integrity has only grown. For him, success goes beyond accolades and sales numbers; it’s about the satisfaction of seeing his clients achieve their dreams.

“Numbers and recognition are always nice and are a product of hard work, but real success stems from helping each client achieve their individual goals,” Travis says.





Looking ahead, Travis envisions a lifelong career in real estate, which he believes will continue to give him purpose and allow him to provide for his young family and spend as much time as possible with them. He and his wife, Rachael, share their busy home with their daughter, Sutton (2); their son, Sonny (8 months old); and their two dogs, Rainey and Wells.

“I plan on doing real estate forever,” he says. “It gives me the ability to balance work and my personal life, which, right now, is all about making memories.”

**“NUMBERS AND RECOGNITION ARE ALWAYS NICE AND ARE A PRODUCT OF HARD WORK, BUT REAL SUCCESS STEMS FROM HELPING EACH CLIENT ACHIEVE THEIR INDIVIDUAL GOALS.”**



Once their children are older, the Smiths plan to start traveling again. In the meantime, the family enjoys exploring Chicago’s rich culture, attending concerts and neighborhood festivals, finding new restaurants, and cheering on the Cubs.


Travis advises those entering real estate to work hard, be consistent,

and find a great mentor—advice that reflects his own journey.

“Always be learning,” he emphasizes, “and don’t stress over things you can’t control. Nothing in life, especially real estate, comes easy. Working hard and being a self-starter is key.”

# THANK YOU

## FOR A REMARKABLE 2024!



**Joe Burke**  
 SVP of Mortgage Lending  
 773.742.6707  
 Joe@properrate.com  
 ProperRate.com/joeburke

**properRate**  
A Guaranteed Rate Company

**PLANNING TO GROW YOUR BUSINESS IN 2025? YOU NEED A TRUSTED MORTGAGE PARTNER. LET’S TALK.**

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply. Contact Proper Rate for current rates and for more information. NMLS ID # 211363 IL - 0310027896, NMLS ID # 9001899 For licensing information, visit https://consumercomps.org. LOR IL - Illinois Residential Mortgage License: 10599

EQUAL HOUSING LENDER

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

At Trivedi & Khan our attorneys and paralegals have years of experience helping individuals, families, investors, developers and business owners in every aspect of residential and commercial real estate.

Our attorneys will ensure that the client's interests are protected, will deftly move the negotiation process along, and get to closing.

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



**Mr. Kashyap V. Trivedi**, Partner  
[www.TrivediKhan.com](http://www.TrivediKhan.com)

300 North Martingale Rd.  
 Suite 725  
 Schaumburg, IL 60173  
**(224) 353-6346**

220 N. Green Street  
 3rd Floor  
 Chicago, IL 60607  
**(312) 612-7619**

**Trivedi & Khan**  
ATTORNEYS AT LAW

# Ann Brown

The Oak Tree  
BY CHRIS MENEZES  
PHOTOS BY LARISSA KRYSIEK

## with Chicago Properties



Like a mighty oak tree, Ann Brown embodies the strength to weather life's storms. Affectionately known as "Annie Oak Tree" by her family, her journey is defined by resilience, adaptability, and a profound connection to the world around her—a fitting metaphor for a woman whose roots run deep and whose branches extend wide to support others.

Ann's first major storm came at just eleven years old when her father passed away, leaving her and her mother to navigate life together. "It was just my mom and me, and we had to figure things out," she recalls. "I had to grow up quickly, but I always felt my dad's presence through dreams and prayer—I could feel that he was always with me, guiding and comforting me in ways beyond the physical world."

Despite the early challenge of losing her dad, Ann fondly remembers her childhood in Chicago's Dunning neighborhood in the 1980s—a time filled with block parties, kids playing outside until dusk, and strong community ties. "My parents gave me a foundation built on hard work, faith, humility, and love," Ann shares. "Those lessons shaped me into who I am today."

The values instilled in Ann during her childhood were soon put to the test. As a young adult, she faced an abusive relationship that deeply affected her mental health. "It was a difficult period," she shares, "but I learned the importance of self-worth and eventually found the strength to leave." At the same time, she overcame addiction, a challenge that ultimately became a powerful catalyst for transformation. "I learned the importance of staying grounded no matter what life throws at you," she says.

Also, at just seventeen years old, Ann became a mother, adding both complexity and joy to her journey. "We faced our own set of struggles," she says, "but those challenges deepened



my commitment to being a supportive and present parent. They taught me invaluable lessons about resilience, perseverance, and the importance of seeking help when needed."

After high school, Ann began a six-year career as a hairstylist in Chicago and Boca Raton, Florida, winning two national competitions in long-hair design. Living in Florida also introduced her to real estate when she started assisting her then mother-in-law, a seasoned broker. "Helping with marketing and backend tasks gave me my first glimpse into the industry," Ann recalls.



Ann's love for real estate deepened when she purchased her cabin in Wisconsin, sparking a passion for finding homes that feel truly special. Her career path also included a role as a real estate assistant for an attorney, where she gained invaluable insights into the industry. These experiences ultimately inspired her to pursue her real estate license.

Today, Ann is part of Chicago Properties, led by Sam Shaffer, where she thrives in their collaborative, supportive environment. "The most rewarding part of my business is working with Sam and our incredible team that feels like a second family," she says. "I've always

been comfortable in a supporting role, and it's fulfilling to contribute to our collective success, helping to make the process as seamless and rewarding as possible for our clients."

Of note, Ann is passionate about making the industry more environmentally friendly—looking at everything from using reclaimed materials and reducing waste to promoting energy-efficient and self-sufficient homes. She believes these changes can have a positive impact on the community in more ways than one: "I'd love to see homeownership become a reality for people from all backgrounds," she shares. "There's so much we can do to create affordable housing and preserve wild spaces."

Ann dreams of stewarding land for vacation rentals and community living while continuing to grow her career. "It's about finding ways to build smarter and be kinder to the Earth," she says.

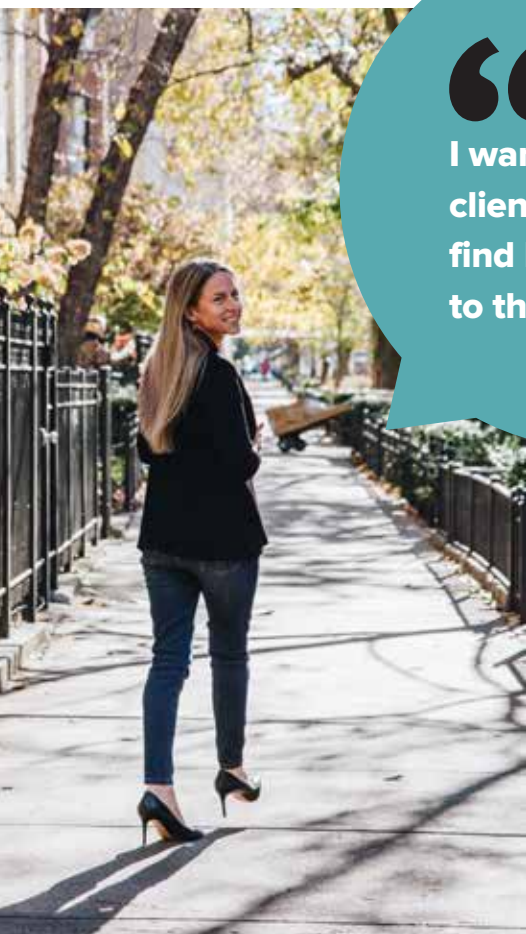
“

I want to help clients not just find homes, but to thrive in them.”

Outside of work, Ann's life reflects her values. She's an amateur homesteader who loves gardening, preserving food, and being in nature. "I love sleeping under the stars, and I'm obsessed with nature and trees," she admits. "My family also calls me 'the Tree Whisperer.' She also enjoys practicing yoga, cooking, and spending quality time with her son, Daniel; her mother, Mary; her partner, Dan, who is also a REALTOR®; and Dan's son, Adrian. Ann and Dan enjoy exploring nature and working on home improvement projects together.

Looking ahead, Ann envisions real estate as a way to foster stronger communities and sustainable living. "I want to help clients not just find homes, but to thrive in them," she says.

Whether advocating for eco-friendly practices, supporting clients, or whispering to trees, Ann Brown's journey reflects her steadfast resilience and deep commitment to leaving a positive impact. Like the oak tree she's lovingly compared to, she stands tall and strong, her roots firmly planted in purpose, and her branches extended to uplift those around her.



FORDE & O MEARA LLP

WHEN IT COMES TO REAL ESTATE,  
ALWAYS GO WITH  
*Experienced Lawyers*



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



LISA J. SAUL, ESQ.

191 N. Wacker Drive, 31st Floor

Chicago, IL 60606

847-910-2317 | lsaul@fordellp.com

www.fordellp.com



**EXPERTS IN REAL ESTATE  
TAXES & ACCOUNTING**



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



847.256.3100  
info@thehechtmangroup.com www.thehechtmangroup.com

**Fall In *love* With Your  
Inspection Company**



**We Back All Home Inspections with a FREE 90 Day Warranty!**  
**312-401-0299 • HAIPRO.COM**



**Chase Closing Guarantee**

**Guaranteed on-time closing or get \$20,000**

Finding the right home is exciting, and we're committed to making homebuying as easy as possible. The Chase Closing Guarantee<sup>1</sup> will help give you the confidence you need to plan your move. We promise an on-time closing for eligible products in as soon as three weeks or you'll get \$20,000, if you qualify.

**Limited-time offer, April 2–July 27, 2024**

To be eligible for the \$20,000 Closing Guarantee, a loan application, fully-executed sale/purchase contract and additional required documentation must be submitted by July 27. See full eligibility requirements on the back of this flyer or speak to a Home Lending Advisor to learn more.

**Let's talk soon about all your options:**



Daniel Chookaszian, Senior Home Lending Advisor  
National Achiever  
Chase certified in VA loans  
Chase certified in Chase Private Client Lending  
C: (847) 648-7107  
daniel.j.chookaszian@chase.com  
homeloan.chase.com/daniel.j.chookaszian  
NMLS ID: 227832



Scan to visit my website



# Alex Margulis

with  
CrossCountry  
Mortgage

## A TRUE PARTNER

BY CHRIS MENEZES  
PHOTOS BY SONYA MARTIN

Alex Margulis, vice president of lending at CrossCountry Mortgage, approaches his business with a philosophy that prioritizes people over profits. Since his first feature in *Chicago Real Producers*, Alex has continued to grow his success, not by focusing on numbers, but by building meaningful connections with his partners and clients. His strategy is rooted in the belief that business should feel less like a sales pitch and more like a genuine partnership—one built on trust, understanding, and shared goals.

“Going deeper on a personal level with my referral partners has been a big change for me,” Alex shares. “Getting to know them as people rather than just as business partners makes every real estate transaction feel more like friends collaborating on a shared goal, rather than a transaction between a vendor and a client.”

This transformative approach has fostered a loyal network of clients and partners who view Alex as a trusted ally and mortgage advisor. Of course, Alex still provides practical support for his partners’ businesses as well. From providing social media content, to sponsoring client appreciation events, to offering industry updates and expertise at first-time homebuyer seminars, Alex is always looking for ways to contribute to his partners’ success.

“I want to be a resource for my partners,” he says. “It’s not just about



closing deals—it’s about creating value in ways that matter to them.”

Alex’s team at CrossCountry Mortgage—Alan Andrew, Jim Wrzala, and Christine Sciortino—play a key role in ensuring this high standard of service. Alan Andrew, who has over a decade of industry experience, acts as Alex’s right-hand man. He ensures loans are creatively structured and maintains

client communication when Alex is unavailable. Jim Wrzala, the team's loan analyst, prepares packages thoroughly, streamlining the underwriting process. Rounding out the team is Christine Sciortino, a thirty-year veteran whose operational expertise ensures everything runs seamlessly. Together, they provide a powerhouse of support, offering clients a comprehensive experience from start to finish.

One of the mottos that drives Alex's business is the simple yet powerful Golden Rule: "Do unto others as you would have them do unto you." It's this guiding principle that influences how he advises clients—always putting their long-term best interests first, even if it means recommending a path that doesn't result in immediate financial gain for himself.

In fact, Alex often hears from clients that they chose to work with him because they felt he truly had their best interests

at heart—something they couldn't always say about his competitors. "I respect my clients enough to know that they can tell the difference between being sold to and being consulted," Alex says.

This commitment to integrity has earned Alex not just business success but genuine respect and appreciation from

**"I want to be a resource for my partners...It's not just about closing deals—it's about creating value in ways that matter to them."**



**CONTACT US!**

For more information on how Alex and his team at CrossCountry Mortgage can support your business and client needs, visit [www.alexmarginis.com](http://www.alexmarginis.com) or call 312-651-5352.

those he works with. "It's about building trust," he reflects. "When your clients and partners know that you're focused on helping them reach their goals, they become your biggest advocates."

After nearly twenty-five years in the mortgage industry, Alex's view of success has also shifted. Where once he chased rankings and quantifiable goals, he now takes the time to appreciate the excellence of his team and the success of the present. "It's about being happy with where you are and recognizing the success you've already achieved," he notes.

Outside of work, Alex loves spending time with his family and indulging his passion for travel—a hobby he admits he hasn't been able to pursue as much recently. However, Alex has competed in multiple triathlons in Chicago and now hopes to combine his love of fitness and travel by participating in triathlons in different cities and countries.

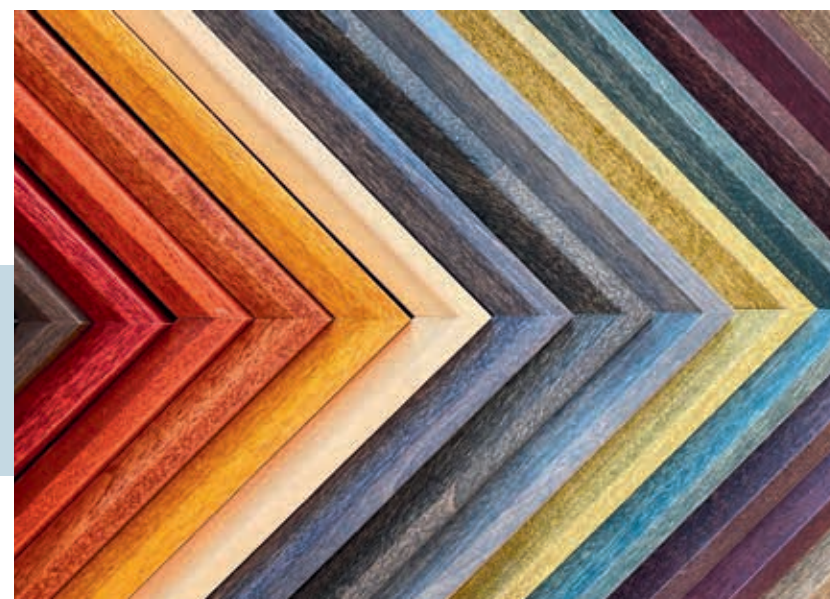
Alex is also an avid motorcyclist. "I love riding my motorcycle. It's an expression of freedom both physically and mentally," he shares. "It allows me to be truly in the moment. If I could have a superpower, it would be to fly, and this is the closest I can get to that dream."

As Alex continues building on his success at CrossCountry Mortgage, he's focused on the principles that have guided him: staying connected with clients, providing value to his partners, and staying sharp in a changing industry. "I want to keep doing the small things that got me to this point: staying in touch with past clients in meaningful ways and continually adding value."



## Affordable, Custom, & Always Personal Expert Framing Since 1977

For over 40 years, Prints Unlimited Gallery has been the trusted destination for custom framing and expert design. We've helped thousands of clients—from homeowners to businesses—transform their spaces with frames that are as unique as their artwork. Let us help you find the perfect frame for your piece!



Visit us today or call to schedule a free design consultation!

**(773) 871-9900**

[Prints-Unlimited.com](http://Prints-Unlimited.com)

1461 W. Fullerton  
Chicago, IL 60614

# Lauren with Moda Group

TEAM PLAYER

BY LAUREN YOUNG  
PHOTOS BY PRESTIGE  
REAL ESTATE IMAGES

*Herskovic*

“I want agents to see the value in being a member of a team, even if they’re doing over \$20 million a year in sales,” says REALTOR® Lauren Herskovic. “I think a lot of agents start teams before they’re truly ready or for the wrong reasons. For me, staying on a team has been the best choice for my business and, most importantly, my clients.”

Lauren has built an impressive career as a member of the Moda Group at Compass. Her decision to stay on a team after many others might start their own, reflects her commitment to prioritizing client support—a needed mindset in the competitive, but client-dependent world of real estate.

Born and raised in the suburbs of Detroit, Michigan, Lauren grew up with older twin brothers and hard-working parents. Naturally drawn to leadership roles, she was an active member of clubs and organizations throughout her school years. She was drawn to the strong community and rigorous academics at the University of Michigan, where she studied English and secondary education.

“At the University of Michigan, I was surrounded by incredibly smart, high-achieving, successful people who pushed me to be the best version of myself,” she recalls. “You can be so much better when you’re surrounded by the best, which is what’s working for me now at Compass.”

Lauren’s early professional journey was marked by twists and turns, including stints as a writer in New York



City and as the COO of a consulting company. Though she gained valuable experience, the fast-paced demands of her roles left her feeling unfulfilled.

“I was working insane hours to build someone else’s dream, and I realized that I wasn’t getting paid what I was worth and probably never would be,” Lauren reflects. “I was burned-out and decided it was finally time to do something I was truly passionate about.”

When she purchased her first home in Chicago, Lauren was intrigued by every step of the process. She decided to combine her past experiences with her new-found passion for home buying and make a new start. “With my background, I knew I could give my clients a great experience.”

But launching her new career wasn’t without its challenges. She made the unconventional decision to start as a licensed assistant, a role that required her to take a steep pay cut from her time as a COO.

“A lot of people wouldn’t take such a huge ‘step back,’ but I truly believe that [taking that job] was the best thing I could have done,” she explains. By embracing humility and learning the business from the ground up, Lauren laid the foundation for a career that would later flourish.

“Ego can really get in the way of true growth,” she adds. “I always encourage people who are new in this business to come from a place of yes for every possible opportunity. You never know where those things will lead or how they will benefit you.”

In her early days as a full-time REALTOR®, Lauren faced a steep learning curve. Self-doubt and the temptation to compare herself to other successful agents often threatened to hold her back. Lauren credits her mentor in real estate with helping her stay grounded.

“I learned that people are looking for authenticity,” Lauren says, “My mentor helped me realize what worked for me, and pushed me to just keep ‘doing me’ instead of trying to do what I thought I should be doing. And the minute I learned that, my business started to grow exponentially.”

Lauren’s deliberate decision to remain on a team, rather than start her own, proved to be a strategic move as it allowed her to focus on what truly mattered: “being herself” so she could best serve her clients. Today, Lauren is a powerhouse within the Moda Group, which is led by its founder and team leader, James D’Astice. The group comprises several skilled agents and support staff, each bringing their unique background to the table.



**I LEARNED THAT PEOPLE ARE LOOKING FOR AUTHENTICITY...”**

With her business firmly established, Lauren is now focused on honing her service and continuing to build authentic connections within her community. Recently, she moved in with her partner, Adam, and his children in Northbrook. Lauren is excited to explore the North Shore and bring her real estate expertise to the suburbs while continuing to support her clients in Chicago.

Whatever the future holds, Lauren knows that her team and her industry are flexible enough to meet her evolving life and professional goals.

“I love that real estate can grow and pivot with me, wherever I end up,” she says. “Success is setting a goal and achieving it without losing sight of who you are and what you stand for.”



## The perfect home deserves the perfect loan.

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

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



**ALEX MARGULIS**  
CROSSCOUNTRY MORTGAGE™

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

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

# FEELING GEEKY?



**SCAN HERE**

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

I'LL HELP YOU CLOSE YOUR DEAL FAST BY PROVIDING A VISION TO YOUR CLIENTS OF THEIR *future home.*

**BLAIR CROWN DESIGN**  
224-707-0138  
BLAIR@BLAIRCROWNDISIGN.COM



BY LAUREN YOUNG  
PHOTOS BY  
CALEB PICKMAN

# Mark Hinrichs

Finding  
Harmony

## with Weinberg Choi Residential

“Life is like music,” says REALTOR® Mark Hinrichs. “It’s about finding harmony between passion and purpose, and when you strike that balance everything just clicks.”

After nearly three decades in Omaha, Nebraska, Mark is embracing a new chapter in his life here in Chicago—one filled with challenges, opportunities, and the melodies of a vibrant career. Mark, who grew up in Gering, Nebraska, was surrounded by music. His parents were talented musicians, and his brothers are gifted multi-instrumentalists.

“We got our first drum set when I was five years old, and I fell in love with the drums,” he recalls. Mark also developed a love of singing, which led him to Nebraska Wesleyan University where he earned his degree in vocal performance. Mark then became a full-time musician, writing songs, playing drums, and singing in his rock band, Musico. They toured the country and recorded three albums.

“Being on stage taught me so much about connecting with and really listening to others,” he says. “Those lessons stay with me in real estate.”

As life evolved, so did Mark’s priorities. With the birth of his second son, he pivoted toward a more stable career that would allow him to stay closer to home. His first taste of real estate came through working with Apartment Finders and managing apartment complexes. In 2003, Hinrichs became a full-time REALTOR®, drawn to the profession by his love for people, problem-solving, design, and the dynamic nature of the industry.

His first five years were financially rewarding, but, he admits, “When the 2008 market crash hit, it rocked my world. I went through a divorce, sold my house, and faced some tough realities.”



That difficult period became a turning point. By focusing on serving his clients, Mark rebuilt his career and his life (which included finding and marrying his now wife, Caroline). He also embraced the power of teams.

“For most of my career, I thought I had to do it all myself,” he explains. “But then I found that teamwork elevates everything.” After Mark joined Keller Williams Greater Omaha in 2018, his



“  
Real estate is where  
finances and emotions  
meet...My job is to  
protect my clients on  
both fronts while helping  
them build wealth.”

business not only took off, but he was also able to start his own team: Hinrichs Group Realtors.

Then in 2022, Mark and Caroline decided to move to Chicago. Before moving, though, Mark joined top team, Toast Real Estate Group. As he explains, “It was crucial that I have a group of agents who could help me handle my Omaha book of business at a high level.” Mark was determined to join another exceptional team in Chicago.

“When it comes to joining a team, it is important to go deep and really know that both the agent and the team are a true fit.” With the team at Weinberg Choi Residential, a firm known for its positivity and client-first approach, he felt that fit immediately.

“Josh Weinberg and Tommy Choi are phenomenal leaders,” Mark says. “They’ve created an environment where we can thrive and focus on providing an exceptional experience for our clients.”

Mark with Tommy Choi and Josh Weinberg.



Mark with his wife, Caroline.



Despite his busy schedule, Mark occasionally travels back to play drums with Omaha Beat Brigade, a lively Afrobeat group. He adds, "I am definitely on the hunt to play here in Chicago too!"

"Performing keeps me grounded," he shares. "It's a way to recharge and reconnect with what brings me joy."

Mark also finds fulfillment in simpler moments, like cooking meals with Caroline, who is also an incredible singer, or exploring Chicago's neighborhoods. Mark's two grown sons, Gabriel and Julian, are carving their own paths: one is a legislative aide, and the other is studying musical theater.

Looking ahead, Mark's goals include helping more families achieve their dreams of homeownership, educating and engaging with clients through social media, and mentoring new agents.

"Real estate is where finances and emotions meet," he says. "My job is to protect my clients on both fronts while helping them build wealth."

For those entering the industry, Mark has simple advice: don't go it alone. "Find a team or a mentor who can support you," he says. "This is a tough business. Having the right people in your corner makes all the difference."

As he continues to grow his career and build community in Chicago, Mark remains guided by this mantra: "Everything is meaningless until you give it meaning." Whether through music, real estate, or forging new connections, he's determined to make every note count.

Mark's passion for building community saw him serve on the boards of Omaha's Opera Omaha and the Bluebarn Theatre. Since arriving in Chicago, Mark has immersed himself in Chicago's vibrant arts scene, and he sits on the Board of Directors for the Wicker Park Bucktown Chamber of Commerce. Recently, he was asked to join the Development Board of Tapestry 360.

"Starting over in a new market can be overwhelming," Mark admits. "But I've found that when I engage in activities I'm passionate about, new connections come naturally."

# PROPERTY MANAGEMENT THAT ELEVATES.

**We manage individual condos, single-family homes, and multi-unit properties of all sizes.**

- Rent Collection
- Monthly Transfer of Rental Income
- Monthly and Annual Reporting
- 24/7/365 Emergency Maintenance
- In-House Maintenance and Repairs
- Unit Inspections
- Rules Enforcement and Fine Collection
- In-House Construction and Construction Management Team

Connect with us today to learn how we can partner with you to maximize your client's portfolio potential.



Proud to be Veteran Owned

773.951.9153  
hi@elevatedpmg.com  
www.elevatedpmg.com



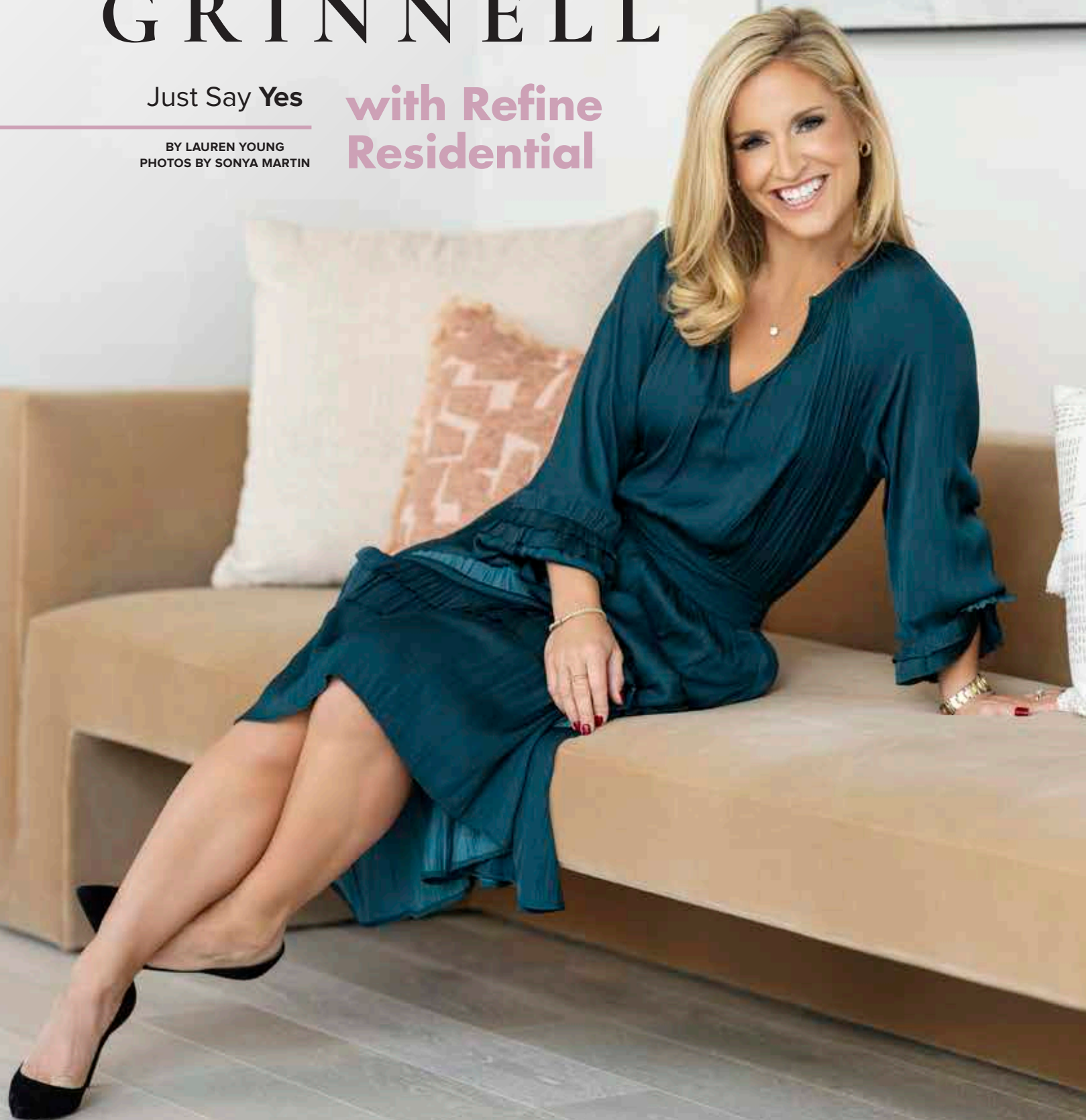
ELEVATED  
PROPERTY MANAGEMENT

# DIANA GRINNELL

Just Say Yes

with Refine Residential

BY LAUREN YOUNG  
PHOTOS BY SONYA MARTIN



“Hard work pays off, and when passion meets purpose, it’s a winning combination,” says Diana Grinnell, an accomplished Chicago REALTOR® whose journey into real estate is as inspiring as her commitment to her clients.

Diana spent her formative years in the Eastern Shore of Maryland, where her parents, both medical professionals, instilled in her a strong work ethic.

“My dad was a cardiologist, and my mom was a nurse,” Diana says. “They both worked their way through demanding education programs with grit and determination.” Their example motivated Diana to carve out her own path while maintaining that same high level of discipline and drive.

Diana pursued a bachelor’s degree in business administration with a focus in marketing and communications at Emory University in Georgia. A fortuitous internship at FOX News during college set the stage for a career in advertising sales. After graduating in 2008, she landed a full-time position with FOX News and soon relocated to Chicago—the city she now proudly calls home.

“The first six months were tough,” Diana reflects. “I didn’t know anyone, and I was definitely out of my comfort zone. It forced me to put myself out there and build a network. The experience certainly helped me later when I launched my real estate career.”

Her advertising career spanned nearly a decade, during which she honed her skills in negotiation and client relations. However, the corporate world left her longing for a more personal and meaningful connection to her work. In 2017, after reflecting on her rewarding experience with purchasing a home in 2015 and on how well her skill set would translate into the role of a REALTOR®, Diana decided to pivot into real estate.

“I wanted to help people with one of the biggest financial, and often emotional, decisions of their lives,” she explains. “It’s not just about finding a house; it’s about helping people create a home.”

But Diana had no established network or sphere of influence in Chicago to lean on within real estate,

so she leaned on her grit-and-determination know-how and built her business from scratch.

“When I started, I decided to be ‘the Yes Girl,’” she says. “I said yes to everything: I went to every showing, shadowed every listing appointment, attended every photoshoot, and hosted every open house that I could.”

Her hard work paid off as she absorbed invaluable lessons from her mentors, Bari Levine Bruszer and Elena Theodoros-Tamillo, and other seasoned professionals, and developed her own unique approach to real estate. One part of her approach? Diana often stages properties herself, using her inventory of furniture to ensure homes are shown in their best light.

“A client once compared me to Martha Stewart. That really resonated with me,” she shares. “I love helping people envision the possibilities, physically and financially, of various cosmetic updates they could easily make to love a potential home.”

This attention to detail, combined with her ability to educate and support clients, has earned Diana a loyal following. She’s passionate about empowering her clients to make informed decisions, whether they’re buying their first home, upgrading for their growing family, or selling to start a new chapter.

“Real estate isn’t just about finding a dream home,” she says. “It’s about helping people navigate life transitions with confidence and ease.”

Diana’s personal life is a testament to her ability to balance work and family. She and her husband,

Matt, have two children: Gavin (6) and Harper (3). As a family, they enjoy exploring Chicago’s vibrant neighborhoods, playing pickleball, and traveling whenever possible.

“Being a mom gives me an informed perspective whenever I’m helping families find homes,” Diana notes. “I understand what to look for—everything from the proximity to schools and parks, to the number of stairs, to stroller and toy storage possibilities.”

Diana also makes time to give back to the community through Digs with Dignity, a charity that aligns with her



# Refine Residential



passion for transforming houses into homes. Her annual tradition of baking and delivering over 100 pies to clients during Thanksgiving is another way she nurtures connections and expresses her gratitude.

As her life and career evolve, Diana looks forward to understanding the milestones in her clients' lives all the more, so as to better help them navigate the new phases and real estate needs in their lives.

"Real estate has allowed me to create the life I only dreamed of," she says. Her advice to aspiring REALTORS®? "Say yes to every opportunity, and surround



“ Say yes to every opportunity, and surround yourself with smart, supportive people. Be a sponge, and always keep learning.”

yourself with smart, supportive people. Be a sponge, and always keep learning.”

For Diana, success is measured by the relationships she builds and the lives she impacts.

"My clients become my friends, and I want them to feel like they have a ruthless, fearless family member in their corner," she says. "At the end of the day, I want people to see the hard work [I do] behind-the-scenes and know that they're in good hands."



### LITE

- 25-35 images
- MLS & Print ready downloads
- Next day turnaround
- Customizable property flyer
- Custom branded listing site

**\$89**  
Budget Friendly



### PROFESSIONAL

- 25-35 images
- 360-degree virtual tour
- MLS & Print ready downloads
- Next day turnaround
- Customizable property flyer
- Custom branded listing site

**\$149**  
Best Value



### TOP PRODUCER

- 25-35 images
- 360-degree virtual tour
- Video Highlight
- MLS & Print ready downloads
- Next day turnaround
- Customizable property flyer
- Custom branded listing site

**\$219**  
Most Popular

## ELEVATE YOUR LISTINGS

HDR Photography, Videography, 360 Tours, Drone, and more

**PACKAGES STARTING AT \$89**

**Download our app!**

Now available on the Apple and Google Play stores - place orders, manage properties, and download on the go!




REALTOR 360 PRO

INFO@REALTOR360PRO.com | 816-769-2256 | REALTOR360PRO.COM

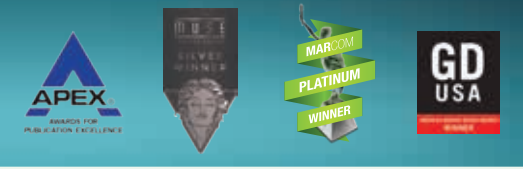
# THE GOLD STANDARD


**IN MAGAZINE**




**& AD DESIGN**

But don't just take our word for it. Take theirs. →







n2co.com





**WWW.PRESTIGELISTINGPHOTOS.COM**

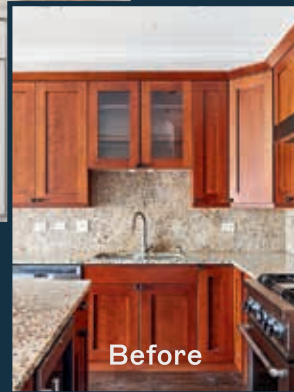
**LISTING PHOTOGRAPHY, LISTING VIDEO & REELS, MATTERPORT AND FLOOR PLANS**

Get it on Google Play

Download on the App Store



# Renovations *Simplified*



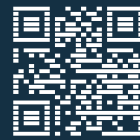
### How it Works

- 1 Tell Us About Your Home
- 2 Tour & Estimate
- 3 Renovate Today, Pay Later
- 4 Expert Design, Streamlined
- 5 Project Launch



Chat with *Jesse*  
Your Chicago Renovation Expert

(708) 476-5377  
jesse@renovationsells.com



renovationsells.com

# SAVE THE DATE

FOR

# RPElevate

## SEPTEMBER 29 & 30, 2025

### LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.



**MOLLY BLOOM**

Oscar-nominated for "Molly's Game," the movie tells Bloom's journey from US skier to waitress to high-stakes poker game fame



**RORY VADEN**

New York Times bestselling author of "Take the Stairs"



**REMINGTON RAMSEY**

Creator of Real Producers, host of Real Producers Podcast

**Tickets are limited! Reserve your spot today at [rpelevate.com](https://rpelevate.com).**



SPONSORSHIP OPPORTUNITIES AVAILABLE

THERE IS NO TRANSACTION WHERE SPEED AND ACCESSIBILITY MATTER MORE.

# I understand, and I deliver.

**Attorney. Homeowner. Parent.**

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



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



SHANE E. MOWERY  
ATTORNEY AT LAW



They're making a big investment.  
We're here to keep it protected.



Trusted for generations to protect health, homes, businesses and the environment since 1860!



800-GOT-PESTS?  [rosepestcontrol.com](http://rosepestcontrol.com)



THIS IS NAYA T. CAT,  
AND SHE IS JUDGING YOU FOR  
NOT HITTING LOFTUS LAW.



What does the  
T. stand for?



People are Talking about the  
**Goosehead Difference...**



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

**-Adele Lang**  
Two Door Group at Compass



Give your clients the "Goosehead Difference"!

**Kristine Pokrandt** | Agency Owner | [Kristine.Pokrandt@Goosehead.com](mailto:Kristine.Pokrandt@Goosehead.com) | 708-858-1246  
[GooseheadInsurance.com/Agents/Kristine-Pokrandt/](http://GooseheadInsurance.com/Agents/Kristine-Pokrandt/)

EXPERIENCE THE  
**DIFFERENCE**

The financial decisions you make today can impact you in the future. Let's talk **today** about how I can offer a customized approach to your financial goals and needs.



**Morgan Lougee**

312-368-3717  
[mlougee@financialguide.com](mailto:mlougee@financialguide.com)  
Westpoint Financial Group  
1 N Franklin St, Suite 2470,  
Chicago, IL 60606  
CA Insurance License # 0M87713

WESTPOINT  
FINANCIAL GROUP

a MassMutual firm

Be treated the way you  
treat your clients.

Find me on LinkedIn! 

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investors Services, LLC, Member SIPC. Invea SIPC. Chicago Supervisory office 300 S Wacker Dr, Suite 2000, Chicago, IL 60606. Phone 312.347.1660. ©202208-269604



[westpointfinancialgroup.com/associates/morgan-lougee/](http://westpointfinancialgroup.com/associates/morgan-lougee/)

CHICAGO TITLE

Open more doors  
with our technology  
driven solutions.

Contact us to unlock your listing potential.



**Greg Kenner**  
VP, Chicago Area Manager  
[greg.kenner@ctt.com](mailto:greg.kenner@ctt.com)

**Alison Stogsdill**  
AVP, Account Executive  
[alison.stogsdill@ctt.com](mailto:alison.stogsdill@ctt.com)

**Ian Schlueter**  
Account Executive  
[ian.schlueter@ctt.com](mailto:ian.schlueter@ctt.com)

# 2025 WINTER EVENT



MODERATOR:  
BEN LALEZ

**CHICAGO REAL PRODUCERS PANEL:  
MONDAY, FEBRUARY 10TH  
10:00AM – 1:30PM**

SOCIALE  
800 S CLARK ST.  
CHICAGO, IL 60605



**PANELISTS:**



Mario Greco



Stefanie Lavelle



Eugene Fu



Grigory Pekarsky



Karen Biazar



**DOORS OPEN: 10:00AM**  
**AGENT PANEL: 10:30AM - 12:00PM**  
**SOCIAL: 12:00PM - 1:30PM**

MUST RSVP; LIMITED SEATING  
PRIVATE EVENT FOR CHICAGO REAL PRODUCERS  
AND PREFERRED PARTNERS ONLY  
CONTACT CHICAGOLAND@REALPRODUCERSMAG.COM  
FOR EVENT DETAILS

SCAN  
TO RSVP



SPONSORED BY:



**BOBART TEAM**  
CROSSCOUNTRY MORTGAGE





# Sonya martin photography

Schedule your  
session today

(847) 732-0507 | sonyamartin.com

SONYAMARTINPHOTOGRAPHY  
 SONYA MARTIN PHOTOGRAPHY  
 @SMARTINPHOTO

# Paper to Party

— EVENT PLANNING —

*Be a guest at your own event.*

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

CALL LINDA TODAY TO GET STARTED!  
**847-903-2148** | papertoparty@comcast.net  
 papertoparty.com

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

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

Michael S. Leigh,  
 Owner

**Approachable,  
 Dependable,  
 & Responsive  
 Attorney at Law**

**Susan J. Kim**

Residential Real Estate  
 Commercial Real Estate  
 Corporate & Estate Planning

**Deer Park Office**  
 21660 W. Field Parkway,  
 Suite 118  
 Deer Park, IL 60010

**Chicago Office**  
 1 South Dearborn,  
 20th Floor  
 Chicago, IL 60603

**Direct: 847.906.3166**  
**Office: 224.403.3131**  
 susan@sjkimlaw.com

**MULTILINGUAL**  
 English, Korean, and Spanish

SUSAN J. KIM, LLC  
 ATTORNEY AT LAW

**PLAN FOR TOMORROW,  
 LIVE FOR TODAY.**

**Vista Wealth Management Group**  
 Jonathan Dickinson  
 847-969-2585  
 jonathan.dickinson@nm.com  
 Schaumburg, IL 60173  
 www.vistawealthmanagementgroup.com

Northwestern Mutual®

07-2000 ©07-2024 The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI.

# WHO HOW MANY

**Savvy businesses know it's all  
 about *who many* you reach – not how many.**

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.

**Let's talk!**  
 Reach out to the publisher  
 of this magazine today.

REAL PRODUCERS



# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	188	\$93,953,545	267.5	\$140,341,093	455.5	\$234,294,638
2	Jeffrey	Lowe	109	\$142,770,304	54	\$61,646,200	163	\$204,416,504
3	Grigory	Pekarsky	36.5	\$20,774,538	342	\$169,620,359	378.5	\$190,394,896
4	Emily	Sachs Wong	73.5	\$115,480,822	47	\$65,703,614	120.5	\$181,184,436
5	Carrie	McCormick	85.5	\$113,369,250	36.5	\$58,060,346	122	\$171,429,596
6	Leigh	Marcus	100	\$72,518,252	42	\$31,472,750	142	\$103,991,002
7	Alexandre	Stoykov	27.5	\$13,779,755	184.5	\$88,274,284	212	\$102,054,039
8	Susan	Miner	14.5	\$43,530,000	14	\$54,204,000	28.5	\$97,734,000
9	Benyamin	Lalez	34	\$17,365,068	160	\$76,423,700	194	\$93,788,768
10	Michael	Horwitz	18.5	\$14,619,900	106	\$66,339,350	124.5	\$80,959,250
11	Timothy	Sheahan	35	\$53,960,938	24	\$26,619,085	59	\$80,580,023
12	Nancy	Tassone	27	\$69,646,500	3	\$7,850,000	30	\$77,496,500
13	Timothy	Salm	28	\$65,279,500	6	\$11,080,500	34	\$76,360,000
14	Chezi	Rafaeli	35	\$39,258,000	23	\$34,136,000	58	\$73,394,000
15	Mark	Icuss	18.5	\$39,514,138	15.5	\$24,326,945	34	\$63,841,083
16	Jason	O'Beirne	50	\$49,409,362	19	\$11,227,000	69	\$60,636,362
17	Dawn	McKenna	23	\$24,046,000	30	\$35,041,774	53	\$59,087,774
18	Jill	Silverstein	30	\$22,468,750	32	\$34,903,872	62	\$57,372,622
19	Jennifer	Ames	24	\$27,500,370	15	\$29,844,900	39	\$57,345,270
20	Sophia	Klopa	30	\$23,253,409	40	\$32,901,950	70	\$56,155,359
21	Brad	Lippitz	34	\$31,538,225	32.5	\$23,879,999	66.5	\$55,418,224
22	Daniel	Glick	35.5	\$37,977,400	17.5	\$17,284,500	53	\$55,261,900
23	Danielle	Dowell	26.5	\$22,533,924	41.5	\$31,567,192	68	\$54,101,116
24	Mario	Greco	59.5	\$34,364,848	30.5	\$19,550,500	90	\$53,915,348
25	Joanne	Nemerovski	19	\$30,901,500	15	\$22,684,000	34	\$53,585,500
26	Philip	Skowron	25	\$34,195,996	5	\$17,359,256	30	\$51,555,252
27	Sam	Shaffer	15.5	\$9,635,588	59	\$40,656,706	74.5	\$50,292,293
28	Katharine	Waddell	31.5	\$23,177,700	31	\$25,840,900	62.5	\$49,018,600
29	William	Goldberg	30.5	\$29,611,900	23.5	\$19,279,515	54	\$48,891,415
30	Ryan	Preuett	21.5	\$31,595,250	15.5	\$17,096,500	37	\$48,691,750
31	Eugene	Fu	12.5	\$12,043,611	50.5	\$35,235,800	63	\$47,279,411
32	Darrell	Scott	16	\$9,279,300	49.5	\$37,640,725	65.5	\$46,920,025
33	Debra	Dobbs	20	\$17,142,500	32.5	\$29,586,300	52.5	\$46,728,800
34	Millie	Rosenbloom	28	\$35,739,535	9	\$10,940,000	37	\$46,679,535

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Hayley	Westhoff	28	\$20,764,750	29	\$24,903,500	57	\$45,668,250
36	Nicholaos	Voutsinas	30	\$15,223,000	38	\$29,502,500	68	\$44,725,500
37	Karen	Biazar	34	\$24,804,722	39.5	\$19,561,933	73.5	\$44,366,656
38	Elias	Masud	32.5	\$19,893,750	43.5	\$24,384,501	76	\$44,278,251
39	Daniel	Close	22	\$16,100,248	44.5	\$28,151,862	66.5	\$44,252,110
40	Julie	Busby	39	\$26,118,399	25	\$17,571,372	64	\$43,689,772
41	Melissa	Siegal	27.5	\$17,900,250	34	\$24,932,625	61.5	\$42,832,875
42	Jennifer	Mills	20	\$28,227,966	12.5	\$14,553,495	32.5	\$42,781,461
43	Leila	Zammatta	19.5	\$36,900,504	3	\$4,983,000	22.5	\$41,883,504
44	Lauren	Mitrick Wood	21.5	\$12,021,850	44.5	\$29,646,953	66	\$41,668,803
45	James	D'Astice	21.5	\$12,935,350	49.5	\$27,347,877	71	\$40,283,227
46	Nadine	Ferrata	39.5	\$28,104,750	18.5	\$11,169,400	58	\$39,274,150
47	Layching	Quek	25	\$11,970,500	36	\$26,590,700	61	\$38,561,200
48	Amanda	McMillan	34.5	\$22,970,000	16.5	\$13,839,150	51	\$36,809,150
49	Owen	Duffy	38.5	\$29,669,702	13	\$6,597,300	51.5	\$36,267,002
50	Michael	Rosenblum	22	\$25,531,492	6	\$10,625,000	28	\$36,156,492

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Chicago Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

## HIGHLY QUALIFIED, TIME SERVED PROFESSIONALS

*Trusted, Professional, Thorough*

**★★★★★**

"I worked with Brian, who did an inspection on my first house purchase. He was very thorough and knowledgeable in various areas, I was impressed how much he knew regarding everything from electric, water heater & A/C, structure, etc. Within 24 hours I had a 63 page report, which was well sorted ("hazard, nominal, etc.). The price was very in line with other inspection quotes we received and we felt the service was premium. Highly recommended."

**Andrew B**

**BRIAN TOMKO**

Brian@inspectrum.com | Inspectrum.com

773-929-9889 | 420 W. Huron St., Chicago, IL 60654

# Make the right move

[h2hmovers.com](http://h2hmovers.com)



“The movers were courteous and unrushed. I really enjoyed the process. I would never imagine packing my own things again... H2H Movers was a great experience, I'm really happy we used them.”

- John Grafft  
Award-Winning Realtor



SCAN HERE

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

IL.C.C 184599



4250 N Marine Dr. | Chicago, IL, 60613



# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kelly	Parker	12.5	\$8,508,750	37	\$27,462,075	49.5	\$35,970,825
52	Bradley	Brondyke	28.5	\$31,936,012	1	\$2,437,500	29.5	\$34,373,512
53	Sam	Jenkins	19	\$24,162,000	8	\$9,280,000	27	\$33,442,000
54	Ivona	Kutermankiewicz	20.5	\$20,309,700	13.5	\$12,742,000	34	\$33,051,700
55	Melanie	Everett	17	\$9,198,900	43	\$23,206,500	60	\$32,405,400
56	Tommy	Choi	22	\$12,789,200	24.5	\$19,311,650	46.5	\$32,100,850
57	Rafay	Qamar	51.5	\$19,175,399	32.5	\$12,811,244	84	\$31,986,643
58	Melanie	Giglio	17.5	\$15,989,750	25.5	\$15,926,998	43	\$31,916,748
59	Barbara	O'Connor	20.5	\$14,216,500	24	\$17,246,850	44.5	\$31,463,350
60	Kevin	Hinton	14.5	\$7,683,950	44.5	\$23,752,100	59	\$31,436,050
61	Alex	Wolking	17	\$14,579,000	21	\$16,273,000	38	\$30,852,000
62	Kathleen	Malone	15	\$16,920,000	17	\$13,755,000	32	\$30,675,000
63	Karen	Schwartz	20	\$13,677,000	23	\$16,859,220	43	\$30,536,220
64	Lucas	Blahnik	14	\$15,991,560	16	\$14,277,500	30	\$30,269,060
65	Juliana	Yeager	14	\$13,691,450	23.5	\$16,438,500	37.5	\$30,129,950
66	Nicholas	Colagiovanni	19	\$17,369,500	13	\$12,488,825	32	\$29,858,325
67	Hadley	Rue	27	\$22,131,625	11	\$7,186,900	38	\$29,318,525
68	Margaret	Baczkowski	22.5	\$21,034,501	9	\$8,213,400	31.5	\$29,247,901
69	Keith	Brand	28	\$16,064,839	30	\$13,109,000	58	\$29,173,839
70	Ioannis	Floros	15.5	\$6,488,900	40	\$22,656,050	55.5	\$29,144,950
71	Bari	Levine	22	\$13,080,768	18	\$15,962,467	40	\$29,043,235
72	Camille	Canales	7	\$3,400,500	46.5	\$25,395,700	53.5	\$28,796,200
73	Michael	Maier	39	\$19,783,162	16	\$8,617,750	55	\$28,400,912
74	Ian	Schwartz	14.5	\$11,417,000	16	\$16,946,499	30.5	\$28,363,499
75	Susan	O'Connor	12	\$9,862,700	11	\$18,171,000	23	\$28,033,700
76	Brian	Pistorius	11	\$10,164,000	21	\$17,244,750	32	\$27,408,750
77	Alishja	Ballard	18.5	\$10,305,250	26.5	\$17,061,500	45	\$27,366,750
78	Robert	Sullivan	18	\$18,207,750	11	\$9,048,500	29	\$27,256,250
79	Steve	Dombar	6.5	\$2,981,250	36	\$24,193,500	42.5	\$27,174,750
80	Lance	Kirshner	17.5	\$9,051,450	31.5	\$18,000,995	49	\$27,052,445
81	Linda	Levin	18	\$16,403,995	8	\$10,329,900	26	\$26,733,895
82	Scott	Curcio	37	\$17,088,200	19	\$9,530,901	56	\$26,619,101
83	Michael	Hall	26	\$17,680,300	11	\$8,510,000	37	\$26,190,300
84	Brad	Zibung	24	\$12,042,500	22	\$14,099,400	46	\$26,141,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Michael	Shenfeld	14.5	\$13,509,000	16.5	\$12,591,068	31	\$26,100,068
86	Stacey	Dombar	30.5	\$14,047,500	13	\$12,019,000	43.5	\$26,066,500
87	Megan	Tirpak	13.5	\$15,734,000	8	\$9,895,000	21.5	\$25,629,000
88	Deborah	Ballis Hirt	14.5	\$9,897,500	17	\$15,461,750	31.5	\$25,359,250
89	Brian	Moon	17.5	\$9,731,122	15	\$14,686,250	32.5	\$24,417,372
90	Mark	Keppy	24	\$15,069,100	16	\$9,116,705	40	\$24,185,805
91	Leslie	Glazier	15	\$13,344,500	12	\$10,715,000	27	\$24,059,500
92	Rubina	Bokhari	8.5	\$9,776,600	9	\$14,074,350	17.5	\$23,850,950
93	Todd	Szwajkowski	16.5	\$9,287,800	26.5	\$14,518,329	43	\$23,806,129
94	Roman	Patzner	6	\$4,351,500	19	\$18,926,400	25	\$23,277,900
95	Molly	Sundby	18.5	\$22,956,125	0	\$0	18.5	\$22,956,125
96	Chris	Gomes	11.5	\$7,647,500	17	\$15,251,500	28.5	\$22,899,000
97	Staci	Slattery	30.5	\$22,748,972	0	\$0	30.5	\$22,748,972
98	Patrick	Shino	6	\$3,294,400	40	\$19,309,000	46	\$22,603,400
99	Brady	Miller	18	\$7,289,800	35	\$15,202,600	53	\$22,492,400
100	Qiankun	Chen	22	\$8,120,777	35	\$14,323,400	57	\$22,444,177

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.



**“Working with John  
feels like having a true  
advocate on my side.”**

~ N.B., Broker on Google



Michael H. Wasserman, P.C.  
Real Estate Law Firm  
mhwasserman.com



**John Aylesworth**  
Partner & Lead Attorney

**Partner with us on your next deal**  
Scan to schedule a call with John





**BOBART TEAM**  
**CROSSCOUNTRY MORTGAGE®**

## Home is Where the *Heart* Is

The Bobart Team believes everyone deserves the joy and warmth of their own home.

We provide customized mortgage solutions for every scenario.

Our specialized programs include:

- First-Time Homebuyer Grants - to assist with down payment & closing costs
- Cash Plus - a same as cash home purchase option to help your clients compete with cash offers
- Alternative Documentation Programs - mortgage solutions for self-employed and gig workers
- Specialty Programs - outside-the-box financing for seasoned property investors
- One Time Close Construction Financing - for FHA/VA/Conventional homebuyers
- Home Equity Conversion Mortgages - to help your clients safely leverage home equity in retirement

Contact Michelle Bobart to learn more about our unique solutions for every scenario.

*We'll get your clients home*



**Michelle Bobart**

SVP of Mortgage Lending/  
 Producing Branch Manager

(312) 953-7365

*Licensed in all 50 states!*



\*All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). See <https://crosscountrymortgage.com/licensing-and-disclosures/state-disclosures/> for a complete list of state licenses.

Terms and Conditions: Borrower must be approved through FastTrack Credit Approval. CrossCountry Mortgage, LLC cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All closing timeframes may vary based on all involved parties' level of participation at any stage of the loan process. Available for first-lien conventional mortgage purchase loans only. Cash offer is contingent on a clean home inspection. Borrower is required to place a minimum of 10% of the purchase price into escrow as earnest money. This offer is not a commitment to lend. All loans remain subject to underwriting and credit approval. Other restrictions may apply. Contact your CrossCountry loan officer for more details.



Equal Housing Lender Michelle Bobart VP NMLS 137164 | CCM NMLS 3029

# Legal Expertise Fit for a President



Choose an experienced real estate attorney you and your clients can trust.

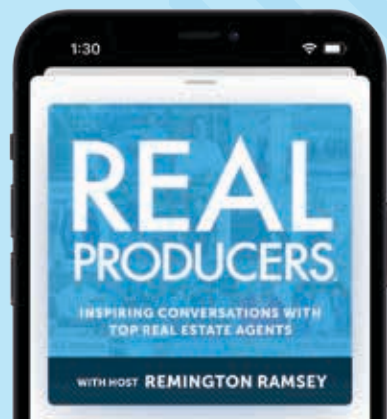
**JASON CHMIELEWSKI**  
Managing Attorney



office 312.332.5020 | fax 312.332.5021 | [jason@jmclawgroup.com](mailto:jason@jmclawgroup.com) | [jmclawgroup.com](http://jmclawgroup.com)  
111 West Washington Street, Suite 1500 - Chicago, IL 60602 | 9019 W. 151st Street - Orland Park, IL 60462

REAL PRODUCERS. PODCAST

Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



[podcast.realproducersmag.com](http://podcast.realproducersmag.com)

# BUY OR SELL WITH INTELLIGENCE IN 2025



**NEW SERVICE ALERT!**

Offering Phase I Environmental



BOOK ONLINE



Proudly serving ALL communities within Cook, Lake, McHenry, DuPage, Will, Grundy, DeKalb, Kendall, Kane, LaSalle, Kankakee Counties with independent, professional and unbiased inspections.  
New Online Booking

Call or TEXT us at  
**800-821-1820**

COMMERCIAL • RESIDENTIAL • ENVIRONMENTAL

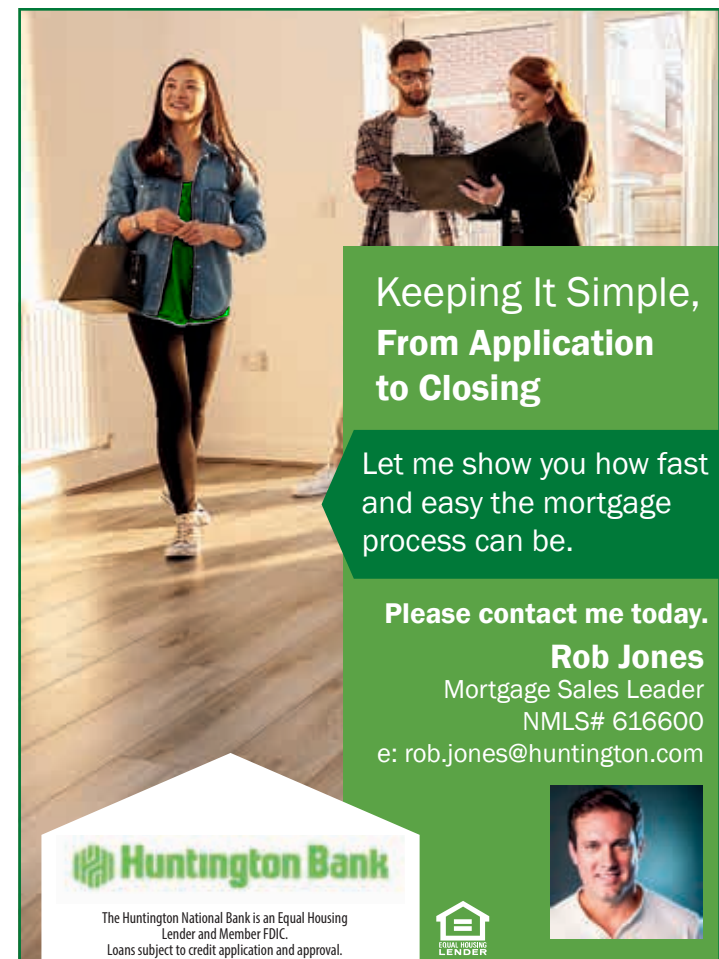
Chicago's Trusted Moving Company

MOOVERS CHICAGO

PROFESSIONAL MOVING & STORAGE  
LOCAL & LONG-DISTANCE  
RESIDENTIAL & COMMERCIAL  
PACKING & UNPACKING



872-260-6860  
[mooverschicago.com](http://mooverschicago.com)



Keeping It Simple, From Application to Closing

Let me show you how fast and easy the mortgage process can be.

Please contact me today.

**Rob Jones**  
Mortgage Sales Leader  
NMLS# 616600  
e: [rob.jones@huntington.com](mailto:rob.jones@huntington.com)



The Huntington National Bank is an Equal Housing Lender and Member FDIC. Loans subject to credit application and approval.



# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	Olszewski	102	\$20,320,087	4	\$2,037,750	106	\$22,357,837
102	Cory	Tanzer	29.5	\$13,454,500	21	\$8,763,247	50.5	\$22,217,747
103	Colin	Hebson	13	\$12,951,000	13.5	\$9,200,852	26.5	\$22,151,852
104	Stephanie	Cutter	27	\$13,247,050	23	\$8,531,721	50	\$21,778,771
105	D	Waveland Kendt	16.5	\$12,261,617	13	\$9,514,050	29.5	\$21,775,667
106	Dennis	Huyck	17.5	\$10,923,000	14	\$10,848,500	31.5	\$21,771,500
107	Adam	Zenullahi	14	\$4,878,900	28	\$16,565,500	42	\$21,444,400
108	Sara	McCarthy	10	\$5,488,000	24	\$15,955,400	34	\$21,443,400
109	Boris	Lehtman	19	\$18,132,000	5.5	\$2,776,450	24.5	\$20,908,450
110	Pasquale	Recchia	14	\$9,095,500	12	\$11,757,207	26	\$20,852,707
111	Benjamin	Lissner	8.5	\$3,373,000	32	\$17,390,500	40.5	\$20,763,500
112	Leopoldo	Gutierrez	10	\$3,419,100	37	\$17,290,200	47	\$20,709,300
113	Santiago	Valdez	19.5	\$6,622,906	31	\$13,865,000	50.5	\$20,487,906
114	Jeffrey	Herbert	8	\$4,552,000	24.5	\$15,850,600	32.5	\$20,402,600
115	Katherine	Malkin	0	\$0	3	\$20,187,500	3	\$20,187,500
116	Vincent	Anzalone	13	\$11,145,990	14	\$8,989,000	27	\$20,134,990
117	Cadey	O'Leary	8	\$9,441,500	8	\$10,599,000	16	\$20,040,500
118	Steven	Powers	14.5	\$10,010,500	10	\$10,002,500	24.5	\$20,013,000
119	Danny	Lewis	10.5	\$5,512,000	20	\$14,469,325	30.5	\$19,981,325
120	Scott	Berg	41	\$19,782,199	0	\$0	41	\$19,782,199
121	Tiffany	Bishop	12	\$18,662,240	1	\$1,065,000	13	\$19,727,240
122	Salvador	Gonzalez	25.5	\$8,250,800	41.5	\$11,423,000	67	\$19,673,800
123	Stefanie	Lavelle	19	\$11,989,000	13	\$7,619,500	32	\$19,608,500
124	Meg	Daday	18.5	\$8,851,771	16	\$10,753,250	34.5	\$19,605,021
125	James	Sheehan	16	\$13,295,695	6	\$6,220,000	22	\$19,515,695
126	Nathan	Binkley	12	\$8,220,500	14	\$11,078,900	26	\$19,299,400
127	Daniel	Spitz	15.5	\$9,839,700	14	\$9,338,300	29.5	\$19,178,000
128	P Corwin	Robertson	12.5	\$19,166,791	0	\$0	12.5	\$19,166,791
129	R. Matt	Leutheuser	4.5	\$15,655,000	4	\$3,490,000	8.5	\$19,145,000
130	Ronda	Fish	10	\$11,578,000	6	\$7,556,000	16	\$19,134,000
131	Ali	Bakir	5	\$2,042,000	19	\$17,069,500	24	\$19,111,500
132	Mike	Larson	6	\$7,907,500	8	\$11,177,668	14	\$19,085,168
133	Cornelis	Hoogstraten	2	\$1,349,000	19	\$17,728,150	21	\$19,077,150
134	Guido	Piunti	2.5	\$1,186,500	23	\$17,528,402	25.5	\$18,714,902

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jeremiah	Fisher	10.5	\$5,662,000	22	\$12,985,749	32.5	\$18,647,749
136	Marc	Zale	2	\$2,290,000	21	\$16,156,500	23	\$18,446,500
137	Stephanie	Loverde	16	\$7,677,200	17	\$10,657,900	33	\$18,335,100
138	Zachary	Redden	10.5	\$5,867,025	20	\$12,387,487	30.5	\$18,254,512
139	Erin	Mandel	8.5	\$10,511,875	4	\$7,672,800	12.5	\$18,184,675
140	Jennifer	Liu	21	\$17,658,500	2	\$520,000	23	\$18,178,500
141	Maria	Casciaro	7	\$9,182,826	10	\$8,991,000	17	\$18,173,826
142	Jacob	Reiner	19	\$7,760,400	27	\$10,313,200	46	\$18,073,600
143	Ashley	Cox	14.5	\$8,369,000	14.5	\$9,428,338	29	\$17,797,338
144	Ryan	Cherney	34	\$13,864,888	2	\$3,850,000	36	\$17,714,888
145	Nicholas	Apostal	13	\$11,136,000	11	\$6,577,961	24	\$17,713,961
146	Rafael	Murillo	9	\$12,618,500	6	\$4,949,500	15	\$17,568,000
147	Adele	Lang	8.5	\$5,421,500	22.5	\$12,047,250	31	\$17,468,750
148	Deborah	Hess	8.5	\$4,724,850	25	\$12,743,350	33.5	\$17,468,200
149	Naja	Morris	26	\$10,783,775	13.5	\$6,670,100	39.5	\$17,453,875
150	Michael	Greco	13	\$8,210,500	16	\$9,036,000	29	\$17,246,500

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

## CHICAGOLAND'S TRUSTED Historical & Luxury Home Inspection Experts.





**CALL TO PARTNER  
WITH US TODAY**  
(773) 871-2356  
**KEESHININSPECTION.COM**





**A HOUSE CALL THAT  
LEADS YOU HOME**  
*Physicians' Mortgage Program*



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

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

**Call Us Today To Learn More!**



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

## Are you ready?

Get your real estate law questions answered before the Spring rush.



*Scan the QR to schedule a free call.*



**The David Frank Law Group**  
REAL ESTATE • ESTATE PLANNING • TRAFFIC LAW

**David Frank, Esq.**  
Real Estate Attorney

Available nights and weekends.  
773.255.6499 | david@frankesq.com

thedavidfranklawgroup.com

# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Justin	Lucas	13	\$8,088,000	11	\$9,041,767	24	\$17,129,767
152	Elena	Theodoros	16	\$11,005,347	7	\$5,904,500	23	\$16,909,847
153	Kimber	Galvin	7.5	\$5,722,750	14	\$11,086,500	21.5	\$16,809,250
154	Neringa	Northcutt	6	\$7,735,000	10	\$8,971,500	16	\$16,706,500
155	Michael	Saladino	21	\$6,641,500	23.5	\$10,055,575	44.5	\$16,697,075
156	Marzena	Frausto	11	\$4,857,786	19	\$11,776,099	30	\$16,633,885
157	Robin	Phelps	12	\$8,420,000	13	\$8,166,400	25	\$16,586,400
158	Beata	Gaska	13	\$12,490,234	5	\$4,015,000	18	\$16,505,234
159	Kate	Gaffey	6.5	\$3,058,750	20.5	\$13,445,900	27	\$16,504,650
160	Olin	Eargle	9.5	\$5,152,525	18	\$11,287,750	27.5	\$16,440,275
161	Meredith	Manni	7	\$10,831,500	4	\$5,595,000	11	\$16,426,500
162	Gail	Spreen	35	\$14,487,750	7	\$1,834,500	42	\$16,322,250
163	Greg	Nagel	16	\$9,849,000	9	\$6,465,000	25	\$16,314,000
164	Patrick	Teets	12	\$14,349,000	1	\$1,800,000	13	\$16,149,000
165	Ryan	Huyler	13	\$11,966,000	6.5	\$4,102,500	19.5	\$16,068,500
166	Michael	Yeagle	11	\$12,913,000	4	\$3,108,000	15	\$16,021,000
167	Theodora	Jordan	9.5	\$6,087,500	12	\$9,922,126	21.5	\$16,009,626
168	Kathryn	Barry	14.5	\$7,758,000	14.5	\$8,218,000	29	\$15,976,000
169	Tony	Mattar	3.5	\$3,441,500	22	\$12,457,825	25.5	\$15,899,325
170	Dan	Nelson	4	\$2,531,750	26	\$13,301,850	30	\$15,833,600
171	Mario	Barrios	6	\$3,244,000	21	\$12,378,500	27	\$15,622,500
172	Xiaojing	Frost	6.5	\$2,885,018	14	\$12,542,500	20.5	\$15,427,518
173	Lindsey	Richardson	20	\$9,848,250	11	\$5,436,700	31	\$15,284,950
174	Eamonn	Stafford	24	\$10,495,700	18	\$4,769,050	42	\$15,264,750
175	Jacob	Tasharski	9.5	\$6,110,500	11	\$9,150,000	20.5	\$15,260,500
176	Kathryn	Schrage	18	\$8,816,400	14	\$6,432,888	32	\$15,249,288
177	Jeanne	Martini	4.5	\$15,228,000	0	\$0	4.5	\$15,228,000
178	Melanie	Carlson	13.5	\$7,487,500	11	\$7,706,300	24.5	\$15,193,800
179	Ken	Jungwirth	13.5	\$5,332,500	11	\$9,812,000	24.5	\$15,144,500
180	Melissa	Edidin	9	\$6,870,380	7	\$8,175,000	16	\$15,045,380
181	Michael	Scanlon	10.5	\$3,508,825	20	\$11,469,000	30.5	\$14,977,825
182	Lisa	Kalous	5	\$4,482,500	14	\$10,429,300	19	\$14,911,800
183	Steven	Jurgens	7.5	\$7,992,300	7	\$6,918,400	14.5	\$14,910,700
184	Nicole	Hajdu	14.5	\$5,842,400	20.5	\$9,055,100	35	\$14,897,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	India	Whiteside	8	\$7,321,500	8	\$7,548,150	16	\$14,869,650
186	Paul	Gorney	4	\$4,710,000	7	\$10,127,502	11	\$14,837,502
187	Eudice	Fogel	7	\$5,468,750	10	\$9,347,400	17	\$14,816,150
188	Shay	Hata	8.5	\$4,618,204	15.5	\$10,027,912	24	\$14,646,116
189	Tyler	Stallings	8.5	\$5,651,200	14	\$8,940,500	22.5	\$14,591,700
190	Karl	Vogel	13	\$8,981,900	7	\$5,591,000	20	\$14,572,900
191	Bo	Xu	16	\$8,365,000	10	\$6,187,075	26	\$14,552,075
192	Camie	Cirrincone	16.5	\$5,465,800	17	\$9,046,900	33.5	\$14,512,700
193	Janelle	Dennis	11	\$6,319,500	9.5	\$8,161,300	20.5	\$14,480,800
194	Chris	Mccomas	10	\$6,581,450	7	\$7,890,000	17	\$14,471,450
195	Mark	Zipperer	26	\$10,382,500	13	\$4,082,750	39	\$14,465,250
196	Jennifer	Romolo	3.5	\$1,303,600	23	\$13,107,000	26.5	\$14,410,600
197	Wade	Marshall	7.5	\$7,335,000	8	\$6,999,500	15.5	\$14,334,500
198	David	Betancourt	9	\$3,826,000	23	\$10,483,900	32	\$14,309,900
199	Anthony	Flora	13.5	\$14,266,560	0	\$0	13.5	\$14,266,560
200	Edward	Grochowiak	10	\$5,430,850	16	\$8,828,400	26	\$14,259,250

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

## Securing Your Success, Every Step of the Way





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

**ADRIAN SCURTU, PARTNER**  
224-352-2645  
ASCURTU@MANNINGSILVERMAN.COM  
175 OLDE HALF DAY ROAD  
SUITE 290  
LINCOLNSHIRE, IL 60069





# GREAT FLOORS. GREAT IMPRESSIONS.

Hardwood | Refinishing | LVP | Tile | Backsplashes

## Why Choose Us?

- Family-Owned
- Competitive Pricing
- Impeccable Reviews
- Great Customer Service



First impressions matter.  
Partner with us today!

**FOOTPRINTS FLOORS CHICAGO**  
**(312) 802-0796**  
FootprintsFloors.com/Chicago



## A LAW FIRM FOCUSED ON ALL THINGS REAL ESTATE.

Offices in downtown Chicago and Burr Ridge serving all of  
Northern Illinois and Southern Wisconsin



Marc Cervantes  
Attorney at Law



**Transactional:** Residential • Commercial • Closing • Zoning • Development

**Litigation:** Association & HOA • Litigation • Municipal Violations • Collection • Eviction

**312-606-9529**  
ccpchicago.com  
contact@ccpchicago.com

## CREATING SPACES THAT INSPIRE

For those seeking a WOW FACTOR kindly contact us at  
(773) 245-6320. We are friendly and easy to work  
with and would love to help you create a beautifully  
striking yet comfortable space to call home!



INTERIOR ARCHITECTURE  
INTERIOR DESIGN  
INTERIOR DECORATING

**AMHAD FREEMAN**  
INTERIORS

**AF** 773-245-6320 | amhad@amhadfreeman.com  
amhadfreeman.com | @amhadfreemaninteriors

## McMaster

Painting & Decorating  
"Where Vision Becomes Reality"



The Right Color Makes  
All The Difference

SERVING CHICAGO & SUBURBS



**Kevin McVicker, Owner**  
\$ GET A QUOTE 773-268-2050  
info@mcmasterpainting.com  
www.mcmasterpainting.com

**WE'VE GOT YOU COVERED.** **13 mo**

hwahomewarranty.com • 888.492.7359

### Coverage You Can TRUST

Give your buyers and sellers the coverage they deserve.  
Always ask for the HWA FULL SERVICE 13-month company



**YOUR LOCAL  
REPRESENTATIVES**  
Over 25 Years  
combined experience!



**Tia Duderstadt**  
Account Executive  
Million Dollar Producer  
847-271-7968  
Tia.D@hwahomewarranty.com



**Liane Luckett**  
Account executive  
Multi Million Dollar Producer  
708-205-5193  
lluckett@HWAhomewarranty.com

## FALL IN LOVE WITH CLOSING

773 . 305 . LOAN  
ANmtg.com



THIS IS AN ADVERTISEMENT. This is not a commitment to lend. Offer of credit subject to credit approval. A and N Mortgage Services, Inc. 1945 N. Elston Ave., Chicago, IL 60642 p: 773.305.LOAN (5626) ANmtg.com NMLS No. 102891. For licensing information and the "Truth in Lending" disclosures to file a complaint, go to: www.anmtg.com/licensing/ (National Mortgage Licensing System www.nmlsconsumeraccess.org)

# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Natasha	Motev	9	\$12,448,711	2	\$1,780,000	11	\$14,228,711
202	Rizwan	Gilani	11.5	\$4,673,248	16.5	\$9,554,950	28	\$14,228,198
203	Cynthia	Sodolski	8	\$6,035,550	11	\$8,165,500	19	\$14,201,050
204	Tiffany	Meyers	11.5	\$4,595,000	23.5	\$9,594,600	35	\$14,189,600
205	Leonardo	Rojas	5	\$1,500,000	31	\$12,671,500	36	\$14,171,500
206	Frank	Montro	42.5	\$10,306,044	21.5	\$3,841,124	64	\$14,147,168
207	Charles	Gullett	12.5	\$7,562,000	9	\$6,563,000	21.5	\$14,125,000
208	Kristin	Gonnella	8	\$4,396,209	17	\$9,708,686	25	\$14,104,895
209	Davia	Lipscher	11	\$6,853,750	15	\$7,218,500	26	\$14,072,250
210	Patrick	O'Brien	10	\$5,187,700	8	\$8,873,026	18	\$14,060,726
211	Jodi	Slutzky	13	\$5,508,300	13	\$8,483,500	26	\$13,991,800
212	Katie	Hutchens	9	\$9,705,500	3	\$4,265,000	12	\$13,970,500
213	Pablo	Galarza	26.5	\$8,368,450	26.5	\$5,598,450	53	\$13,966,900
214	Heather	Hillebrand	10	\$8,975,872	9	\$4,989,500	19	\$13,965,372
215	Diana	Grinnell	12	\$7,680,000	8	\$6,259,000	20	\$13,939,000
216	Amy	Duong	6.5	\$3,617,250	17	\$10,310,900	23.5	\$13,928,150
217	Jacqueline	Alter	18	\$8,193,500	16	\$5,715,400	34	\$13,908,900
218	Daniel	Straus	12	\$13,395,873	1	\$430,000	13	\$13,825,873
219	Lawrence	Dunning	13	\$7,082,000	14	\$6,740,500	27	\$13,822,500
220	Azeem	Khan	3	\$9,141,999	2	\$4,629,500	5	\$13,771,499
221	Andrew	Glatz	16	\$7,916,770	10	\$5,832,770	26	\$13,749,540
222	Cassandra	Bockman Hart	10	\$3,933,000	20	\$9,780,900	30	\$13,713,900
223	Susan	Kanter	12.5	\$7,088,500	9	\$6,622,000	21.5	\$13,710,500
224	Suzanne	Gignilliat	10	\$11,774,500	2	\$1,905,000	12	\$13,679,500
225	Nick	Kluding	4	\$3,595,000	9	\$10,067,000	13	\$13,662,000
226	Tere	Proctor	5	\$8,976,510	2	\$4,665,000	7	\$13,641,510
227	Mariah	Dell	9	\$5,105,000	11	\$8,523,000	20	\$13,628,000
228	Anthony	Madonia	8	\$6,488,400	6	\$7,135,400	14	\$13,623,800
229	Zachary	Koran	15	\$8,297,700	9	\$5,319,500	24	\$13,617,200
230	Matthew	Shrake	8	\$3,898,375	11	\$9,717,250	19	\$13,615,625
231	Sherri	Hoke	4	\$5,815,000	4	\$7,745,000	8	\$13,560,000
232	Beau	Shirley	17	\$8,885,600	9	\$4,671,000	26	\$13,556,600
233	Richard	Kasper	9.5	\$6,863,575	11.5	\$6,658,500	21	\$13,522,075
234	Michael	McGuinness	9	\$4,660,333	19	\$8,840,999	28	\$13,501,332

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jason	Rowland	10	\$8,792,250	6	\$4,679,000	16	\$13,471,250
236	K.C.	Lau	6.5	\$4,229,750	10	\$9,158,500	16.5	\$13,388,250
237	Caroline	Druker	9	\$7,080,018	5.5	\$6,297,158	14.5	\$13,377,176
238	James	Demarco	9	\$4,655,500	14	\$8,682,200	23	\$13,337,700
239	John	Grafft	11.5	\$9,978,300	3	\$3,350,000	14.5	\$13,328,300
240	Elizabeth	Caya	7	\$4,043,000	18	\$9,274,900	25	\$13,317,900
241	Iris	Kohl	7.5	\$5,378,500	12	\$7,881,000	19.5	\$13,259,500
242	Vikas	Wadhwa	7.5	\$5,931,750	8	\$7,290,500	15.5	\$13,222,250
243	Lisa	Reznick	10	\$8,748,500	6	\$4,440,000	16	\$13,188,500
244	Dominic	Irpino	18	\$6,673,800	12	\$6,511,900	30	\$13,185,700
245	Chloe	Ifergan	12.5	\$7,376,800	7	\$5,754,000	19.5	\$13,130,800
246	Joelle	Cachey Hayes	6.5	\$5,854,375	5.5	\$7,222,500	12	\$13,076,875
247	Iryna	Dzhudzhuk	2	\$431,000	25	\$12,634,400	27	\$13,065,400
248	Steven	Kehoe	10	\$5,013,018	9	\$8,019,400	19	\$13,032,418
249	Bridget	Sheahan	11	\$11,621,000	0.5	\$1,407,250	11.5	\$13,028,250
250	Trisha	San Juan	4	\$1,867,000	18	\$11,130,900	22	\$12,997,900

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

JEFF SCHNELLER

CORBY MORTGAGE



**JEFF SCHNELLER**  
CHIEF OPERATING OFFICER  
NMLS #217765

**P:** 708-268-5346  
**✉** jschneller@corbymortgage.com  
**🌐** www.mortgagewithschneller.com







**CORBY MORTGAGE**  
INTEGRITY · TRUST · DILIGENCE

EXPERIENCE MATTERS

- First Time Buyer Grant Programs
- Self-Employed Specialist
- Scotsman Guide Top Producer
- Condo's Made Simple: FHA Spot & VA Approvals
- Creative Non-Contingent Solutions!!!

With 26 years in the business, our wealth of experience truly makes a difference.

Corby Mortgage is licensed in: Illinois - Wisconsin - Indiana

# Unlock the Door to Homeownership

WITH YOUR **PERFECT** LENDING MATCH!

*With Love,  
The Butler Group*



**Emma Butler**

*Sr. VP of Mortgage Lending*

**773.741.1094**

teambutler@neighborhoodloans.com

www.ButlerGroupLoans.com

NMLS# 223759

2027 N Damen Ave Chicago, IL 60647



neighborhood **loans**  
Your Neighborhood Lender

**EB** EMMA BUTLER GROUP



Neighborhood Loans, 1333 Butterfield Rd. Suite 600 Downers Grove, IL 60515. 1-800-207-8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. License #41DB0-118971

We never let a good deal  
**FLOAT AWAY.**

Alex was pleasure to work with! He was prompt, professional, and made himself available to both me and my agent when needed. This was our first home-buying experience and I couldn't have had better representation.

**-YAMEN A.**

**CLOSE YOUR NEXT DEAL WITH US!**

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

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

Real Estate | Estate Planning | Entity Formations

[ranjha@ranjhalaw.com](mailto:ranjha@ranjhalaw.com)
[www.ranjhalaw.com](http://www.ranjhalaw.com)

# RYAN LAW GROUP, LTD



2661 North Lincoln Avenue  
1st Floor Chicago, Illinois 60614

C. 630.330.4017  
F. 773.435.6499  
E. [deanna@dsryanlaw.com](mailto:deanna@dsryanlaw.com)