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RECOGNIZING TOP
TEAM MEMBERS



Partner Spotlight:
Brian Jessen with
Wintrust Mortgage

WINTER EVENT:
AGENT PANEL
HOSTED BY SARANELLO'S
WEDNESDAY, FEBRUARY 5TH
DETAILS ON PAGE 40

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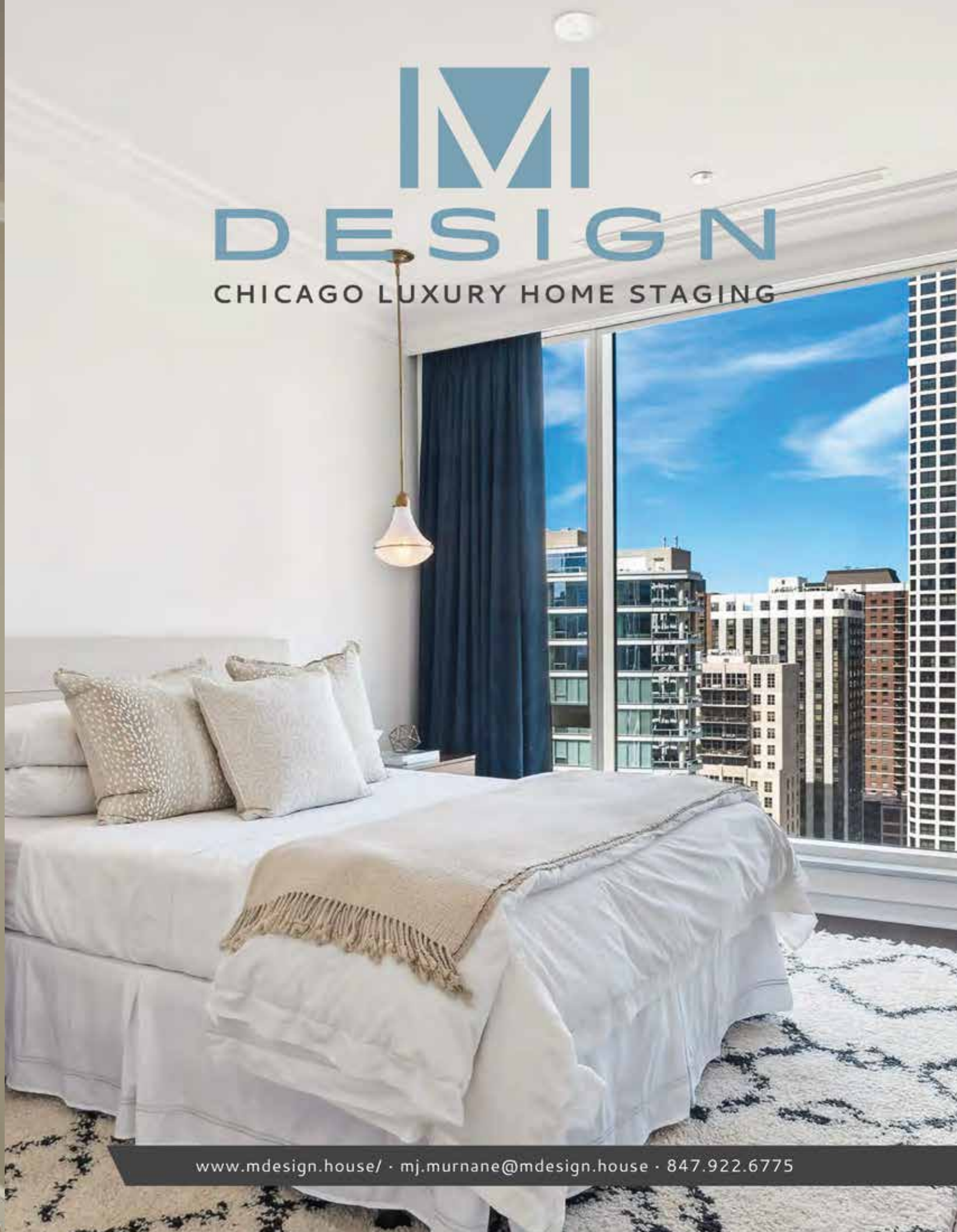
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Meet The Team



Andy Burton
Publisher



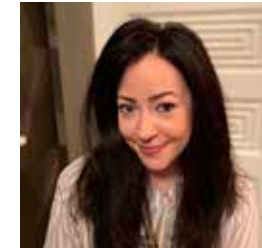
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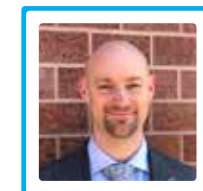
I communicate with a plethora of REALTORS® in any given month via phone, text, email, social media, AOL chat rooms (if you LOL'd just now that means you're old), and the overarching theme is that the 2025 real estate market will be the best we've experienced since the pandemic. Interest rates have leveled 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 5th and can come learn from our panelists what they are implementing this year in order to maximize their production in 2025.

Jane Lee, Lori Rowe, Kim Alden, Justin Greenberg, and Rafay Qamar have all graciously carved several hours out of their schedule to deliver the goods!

When? Wednesday, February 5th at 10AM

Where? Saranello's in Wheeling (601 N Milwaukee Ave. Wheeling, IL 60090).

Are food and beverages provided? Yes. Specific details and the registration link can be found on page 40. See you on February 5th!



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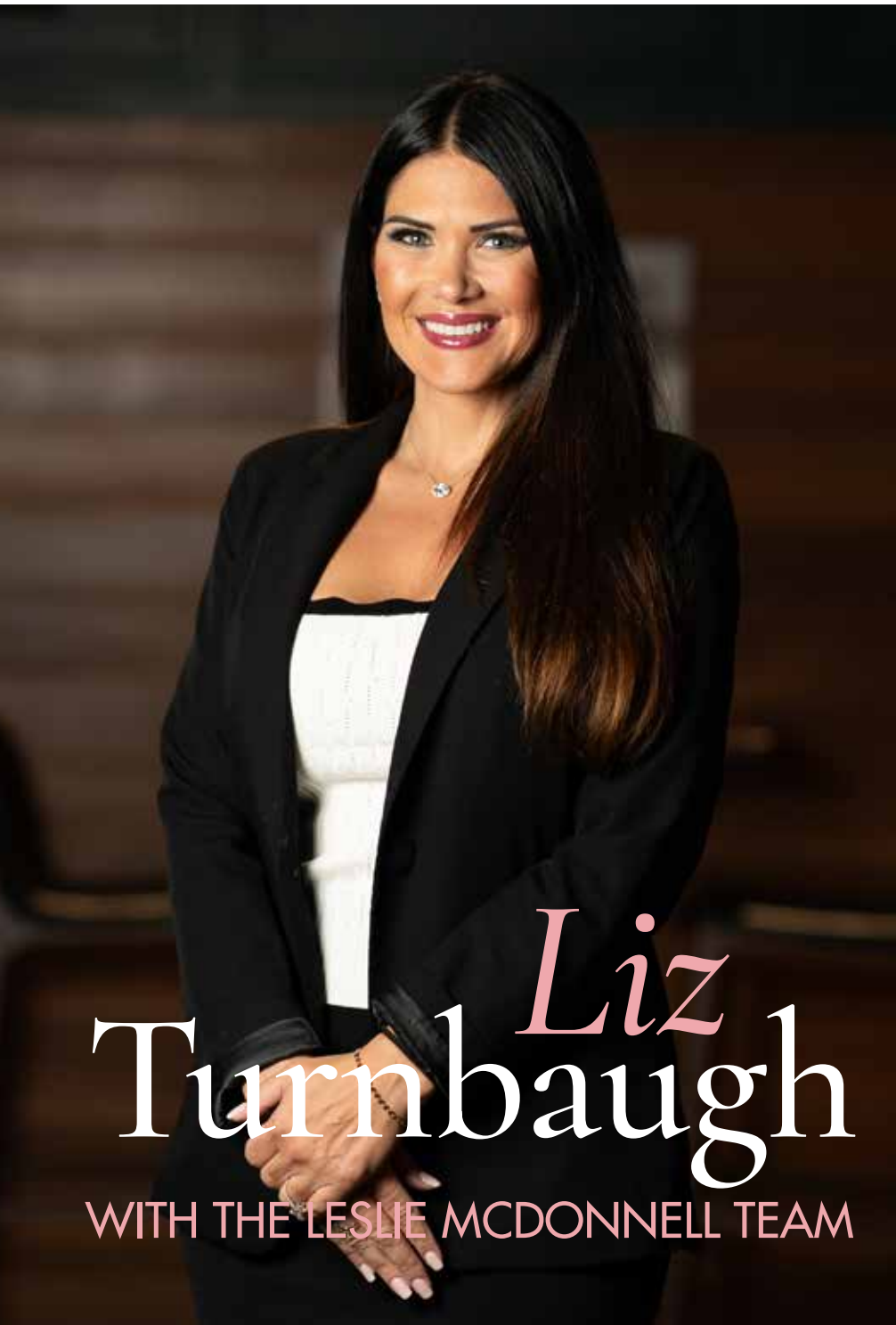
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Liz Turnbaugh

WITH THE LESLIE MCDONNELL TEAM

A Passion for Connection

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

Liz Turnbaugh is a natural connector, someone who's built her career, and her life, around creating meaningful experiences and guiding others toward their goals. Her journey from corporate

executive to trusted real estate advisor and entrepreneur is grounded in a lifelong passion for service and a commitment to building relationships that last.

Liz's journey into real estate was, in many ways, a natural extension of the entrepreneurial spirit she's had since childhood. Growing up, Liz was always the one setting up lemonade stands and bake sales in her neighborhood, raising money for local causes and connecting with her community. These early ventures weren't just fun; they taught her the basics of sales and customer service, laying the groundwork for skills she'd use throughout her life.

"That entrepreneurial spirit has instilled in me a strong work ethic and a passion for helping others achieve their goals, which drive my success in real estate today," Liz explains.

Liz's professional journey began in corporate America, where she built a successful career in sales and marketing. She rose to the position of vice president of sales and marketing for a large bourbon company, overseeing major campaigns and refining her skills in negotiation, client management, and strategic relationship-building.



Liz with her fiancé, Mark, their children: Bella, Vivi, Nate, Kyle, and Jake.

In 2020, a company reorganization presented Liz with a pivotal decision: relocate out of state or explore new paths. With her family's roots firmly planted in Lake County and her two youngest children still in school, Liz opted to stay and seek a career that aligned with both her professional expertise and personal values. Around this time, she spoke with her friend, and soon-to-be mentor, REALTOR® Leslie McDonnell about the possibility of transitioning into real estate—a field that had long intrigued Liz and felt like a natural extension of her skills.

"When the opportunity arose to work with Leslie, a respected expert in the field, I knew it was the perfect chance to learn from the best—I couldn't pass up the chance to pair my skills in sales, negotiation, and client relationships with Leslie's mentorship and make a positive impact on clients' lives through real estate."

Encouraged by Leslie's guidance, Liz officially entered real estate in July 2020 and joined the Leslie McDonnell Team. Not only was this transition a testament to Liz's adaptability and entrepreneurial spirit, but during the pandemic, as she navigated her new real estate career, she also launched two businesses: My Charcuterie, a catering company specializing in artisan charcuterie boards, and the Board Room, a restaurant that earned the title of Best New Restaurant in Lake County in the Daily Herald's "Readers' Choice Best of the Best" in 2023.¹

"I've learned that life is about adaptability and having the grit to pursue your goals relentlessly," she says. "I believe in not giving up, no matter the obstacles."

Now as a REALTOR®, Liz is driven by a passion for helping clients make informed, meaningful decisions. She sees each client relationship as an opportunity to exceed expectations and build lasting trust. One of her most rewarding experiences came recently, when she helped a young family buy their first



Liz and Leslie McDonnell.



home. "Seeing their excitement reminded me why I do this," she shares. "It's moments like these that make this work truly fulfilling."

Looking ahead, Liz envisions her future in real estate as one focused on building a client-centered business. She aims to specialize in helping first-time homebuyers and families, offering a seamless experience that's tailored to their needs. In addition to her real estate goals, Liz hopes to become a mentor, sharing her knowledge and helping new agents navigate the field.

Beyond her work, Liz's life is filled with family, faith, and a deep connection to her community. Together with her soon-to-be husband, Mark, and their five children—Nate, Kyle, Jake, Bella, and Vivi—she cherishes their tradition of Sunday dinners. It's a time for all of them to reconnect and share stories.

Outside of real estate, she stays busy running her restaurant and catering businesses, where her passion for hospitality shines through. A Safe Families for Children volunteer, Liz also channels her commitment to helping

others by opening her heart and home to children in need.

If she could talk about one thing all day, however, it would be the evolving trends in home design and architecture. "It's exciting to see how different styles reflect lifestyle changes and community needs," she says. "I enjoy sharing this knowledge with my clients, helping them envision the potential of a property beyond its current state."

Liz believes success isn't just about personal achievements; it's about leaving a positive impact on others. "At the end of the day, I want to be remembered for how I made people feel and the support I provided," she says. Her advice to up-and-coming agents is simple yet profound: "Stay curious, stay resilient, and always put your clients' needs first."

¹ See: <https://events.dailyherald.com/wp-content/uploads/2023/07/2023-best-of-best.pdf>

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TRACY COVEK

WITH MORRISON HOME TEAM

FROM THE GROUND UP

BY CHRIS MENEZES
PHOTOS BY JOE CASTELLO

Tracy Covek's entry into selling real estate was anything but accidental. With over a decade of hands-on experience in the industry, she has built her knowledge from the ground up, mastering the art of the transaction before ever stepping into the role of a licensed broker.

Tracy's journey began behind-the-scenes as a transaction coordinator, where she learned the intricacies of contracts, paperwork, and the delicate process of keeping deals on track. After spending time in that role, Tracy found herself "bitten by the real estate bug" and decided to get her license.

"I continued to support my team as a transaction coordinator while also working with buyers and sellers," Tracy explains. "I was really able to build up the sales side of my business during the pandemic. I worked my CRM and set up my own systems, which resulted in my ability to bring in numerous listings and work with many buyers. I did that while maintaining my transaction coordinator responsibilities."

After ten years with that team, Tracy hung up her transaction coordinator hat to focus on sales full-time



and joined John Morrison and the Morrison Home Team at @properties | CHRISTIE'S International Real Estate. This team has been the perfect fit for Tracy, who thrives in a supportive, collaborative environment.

"I've always looked up to people who are strong, resilient, and have amazing work ethics," she explains. "Life is hard, and many people taught me the importance of determination and perseverance. My family,

friends, and professional mentors have supported, pushed, and believed in me, all while showing me the importance of loyalty, integrity, continuous learning, and building meaningful relationships."



putting her clients first is evident in everything she does. The real estate world is known for its ups and downs, but Tracy has embraced the challenges along the way. “Overcoming the fear of rejection was one of the hardest things,” she admits, but listening to feedback and adjusting her approach helped her grow both personally and professionally.

Today, Tracy is passionate about making sure her clients understand the complexities of real estate. “The market is more complex than ever, and I believe that education is key,” she says. Her clients

“I WANT TO KEEP LEARNING, KEEP IMPROVING, AND HELP AS MANY PEOPLE AS I CAN...”



Photo credit: Linda Barrett

Tracy’s values were shaped by her upbringing and family life. She was born in Chicago and raised in the northwest suburb of Buffalo Grove. After graduating with a degree in economics from the University of Illinois Urbana-Champaign, she settled in Mount Prospect before eventually moving to the Village of Tower Lakes in the Barrington area—where her husband grew up and where they raised their two sons.

“My husband and I have been married for thirty years,” Tracy reflects. “We’re surrounded by family: my husband’s mother, and the families of his sister, brother, and nephew live in Tower Lakes, spread across five homes and four generations.”

The sense of community and family that defines her personal life is echoed in the relationships she builds with her clients as she helps them navigate one of life’s biggest decisions: finding a true home. For Tracy, life has been about taking big leaps. In her professional life, transitioning into real estate, then becoming a licensed broker, and eventually moving into full-time sales were pivotal moments. “These experiences taught me how to adapt and how to excel in this competitive industry by always prioritizing my clients’ needs,” she explains.

Tracy’s dedication to continuous learning, building relationships, and

appreciate the time she takes to walk them through the process, ensuring they feel informed and confident in their decisions. For Tracy, the most rewarding part of her work is the relationships she builds—many of her clients become lifelong friends, keeping in touch long after the deal is done.

When she’s not focused on real estate, Tracy enjoys spending time with her family and embracing life in Tower Lakes. You’ll often find Tracy, a dog lover, walking her golden retrievers, Maysie and Poppy, around the neighborhood. Family is central to her life, and she treasures the time she spends with her husband, Steve; their two grown sons, Nick and Jack; and Jack’s wife, Hannah. And Tracy is looking forward to becoming a grandmother this year.

Tracy also enjoys cooking. She’s known for her homemade deep-dish pizza, a nod to her Chicago roots. “Cooking has always been a great way for me to unwind and bring the family together,” she says. She and her family also love exploring new restaurants in nearby cities like Chicago and Milwaukee, attending concerts, and soaking up everything the Midwest has to offer.

Looking to the future, Tracy’s goals are simple: continue growing her real estate business while maintaining the strong relationships that have become the foundation of her success. “I want to keep learning, keep improving, and help as many people as I can,” she says.

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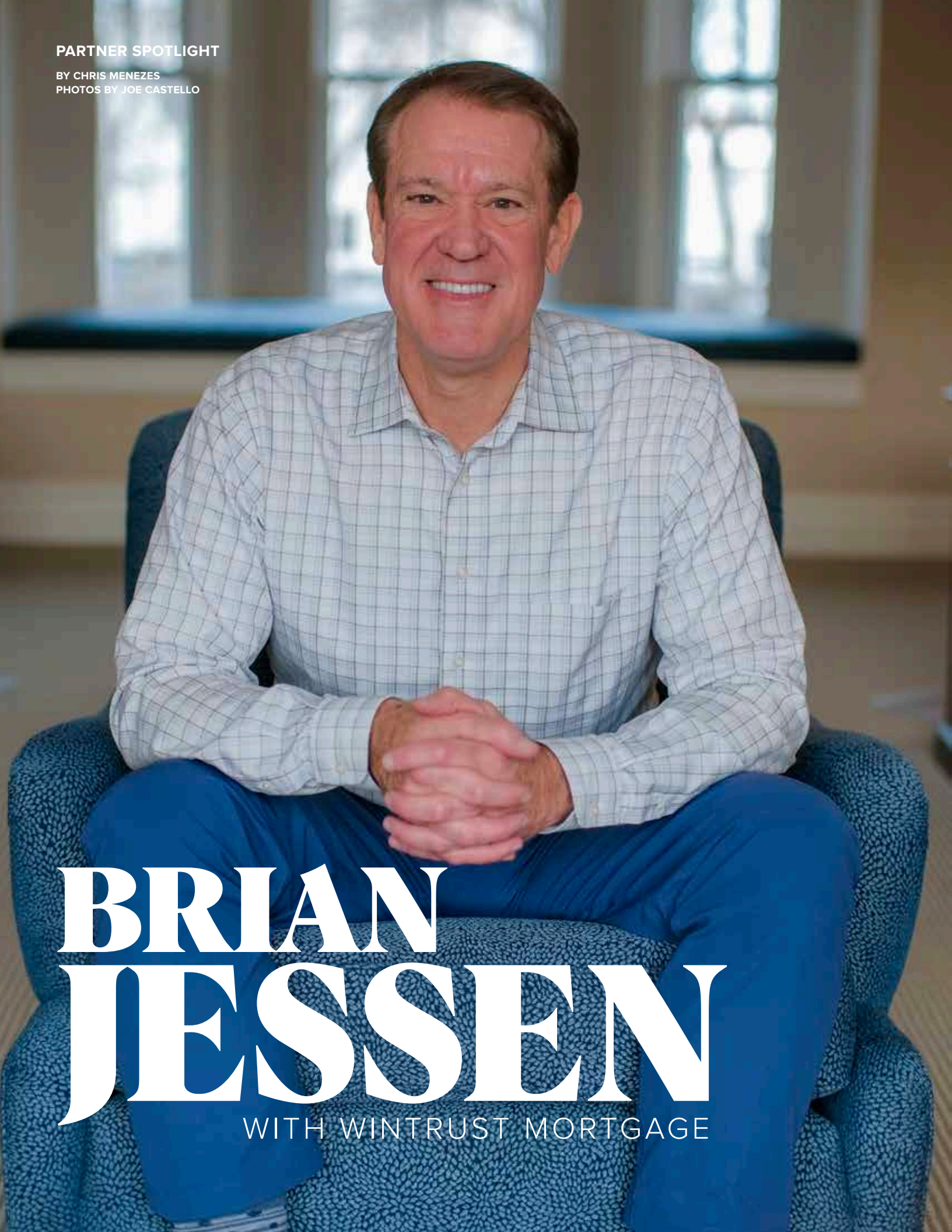
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BRIAN JESSEN

WITH WINTRUST MORTGAGE



EVER EVOLVING

Since we last caught up with him in 2020, Brian Jessen has experienced some big changes—the most significant of which was his move to Wintrust Mortgage. Transitioning from Guaranteed Rate, Brian saw an opportunity to broaden the way he and his team could support clients. Now, at Wintrust, they’re more than mortgage lenders; they’re partners in their clients’ financial lives, ready to assist with everything from investment planning to commercial lending.

“At a big bank, clients may feel like they’re just a number, and smaller companies may lack the resources to meet all their needs,” Brian explains. “We’ve found a balance where clients feel truly seen and supported.”

Being part of a mid-sized bank allows Brian’s team to provide solutions that larger institutions might overlook and smaller companies may not be able to offer. Recently, Brian worked with a client who had just sold his large condo and was uncertain whether to buy an existing home or build a new one, and he didn’t know where to start in that

decision-making process or who to turn to for the proper guidance. So Brian brought his years of experience to his client’s aid: they spent a considerable amount of time together hashing through the details and weighing the pros and cons of each option. By the end, the clear and easy choice was to build a new home. The client appreciated the level of Brian’s expertise and service.

“We looked at options that would fit his timeline and financial goals,” Brian recalls. “It’s this kind of comprehensive support that defines our approach. We’re here to help with every major

life event—from planning for a growing family, to managing an inheritance, to divorce, and more.”

When Brian first considered moving to a new company, his priority was to ensure his clients had the right products and services, and that his team was positioned for even greater success. “Many of us have worked together for over a decade,” Brian says of his team. “We know each other’s strengths, and we communicate seamlessly, ensuring every client receives high-quality service.”



“Consistency is one of our biggest strengths,” he continues. “When clients reach out to us, especially those we’ve worked with multiple times, they don’t have to reintroduce themselves or recount their financial history. This familiarity allows us to provide personalized advice that goes beyond just quoting rates.”

Brian designs each client experience to ensure a smooth, honest process that strengthens not only their relationship but also the client’s relationship with their REALTOR®. Honesty and transparency are crucial to making that happen: keeping clients informed, setting realistic expectations, and following through on every detail.

“When someone refers a client to us, their reputation is on the line as much as ours is,” he says. “There’s a rush in our industry to make big promises about speed or an over-the-top experience,” he

explains. “We’d rather be realistic about timelines and deliver on those promises.” This refreshing honesty has helped Brian build strong, trusting relationships with agents who know that they can count on him to support their clients with care.

“The best partners are those who listen, understand what you need to be successful, and bring ideas that elevate your business,” Brian says about his approach to partnership. “It’s not about selling or self-promotion; it’s about meaningful collaboration that benefits everyone involved.”

For Brian, every partnership is personal. He isn’t just aiming to complete a transaction; he wants his clients to walk away with a positive experience and a strong foundation for future decisions. Whether it’s a client closing on their first home or a REALTOR® referring a new buyer, he is there to celebrate the moment, often showing up at



closings to shake hands and share in the excitement. “That’s my reward,” he adds, “seeing that happiness on their faces.”

Looking forward, Brian is planning for even greater change. His team is gearing up to expand their services for first-time homebuyers and Spanish-speaking clients, as well as offerings for niche markets—such as renovation and new-construction financing—while expanding their mortgage program for medical professionals. Brian is also launching his own podcast series. It will feature short, insightful, engaging episodes designed to educate both clients and REALTORS® on everything from market trends to specific loan programs.

Outside of his business, Brian’s personal life has also entered a new chapter. With his kids now grown and spread across different cities, their family time has taken on a new dynamic. His oldest daughter’s move to Washington, D.C., alongside her boyfriend, who recently took a job with the Washington Nationals baseball team, was a big change. To help his daughter get settled, Brian reached out to a REALTOR® friend and client who has connections in the area. It’s one of the perks of his business: using his network to help his family and clients, no matter where life takes them.

As Brian and his team continue to evolve to meet the needs of their clients and referral partners, they remain anchored in the principles that have always guided them: trust, transparency, and a genuine commitment to seeing people succeed.

CONTACT US!

To contact Brian and his Wintrust Mortgage team, give them a call at 1-847-712-0830 or email bjessen@wintrust.com. To learn more about their services, visit wintrustmortgage.com.



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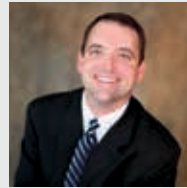
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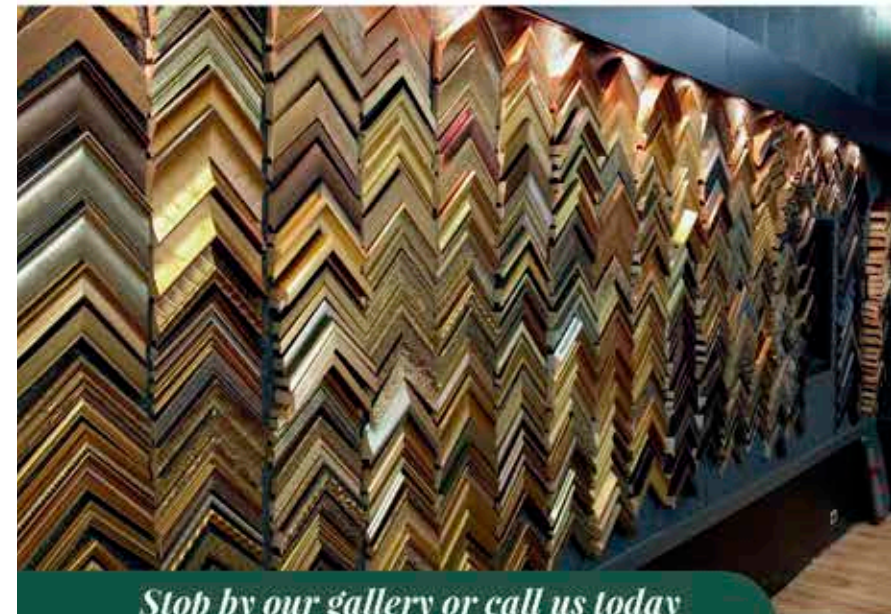
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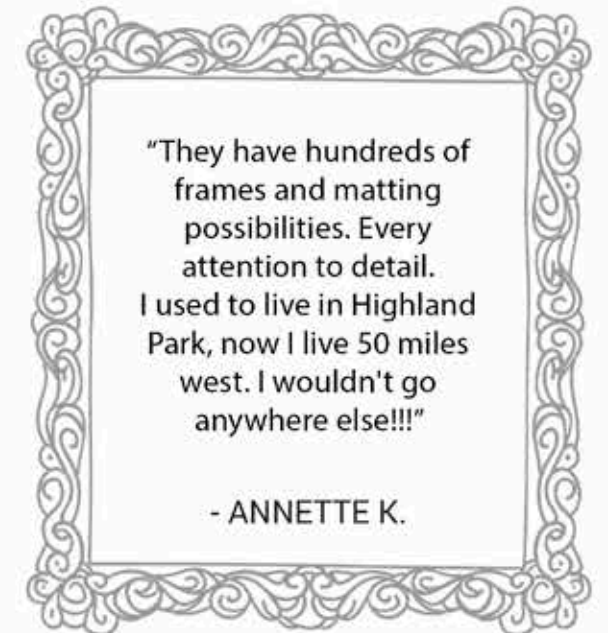
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Scott Gettleman

with the Lisa Wolf Team

Renewed Purpose

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

For Scott Gettleman, real estate isn't just a profession; it's a personal journey marked by growth, connection, and a genuine passion for helping others. For much of his career, Scott navigated this journey as a solo agent, relying on his own determination and expertise. Recently, however, he's discovered a new chapter of fulfillment and purpose with the Lisa Wolf Team.

"After twenty-two years in this business and many years of working independently, joining the Lisa Wolf Team has brought me a level of fulfillment I hadn't experienced before," Scott reflects. "Through mentoring and expanding my horizons in real estate, I feel a renewed sense of purpose and accomplishment."

Independence had always been important to Scott. Growing up as the eldest of three siblings in the northwest suburbs of Chicago, he often admired those who exuded strength and confidence—traits he admits he had to work hard to develop himself. Over time, he discovered that the challenges and opportunities within his work became the driving force behind his own growth and self-assurance.

Before entering real estate, Scott honed his ability to connect with others during his time as a sales associate at the Ralph Lauren store on Michigan Avenue. This early experience taught him the art of building relationships, a skill that would later become a cornerstone of his success in real estate. It also gave him a glimpse into the rewards of customer-focused work, sparking his interest in helping people in more meaningful ways.

Scott's leap into real estate in 2002 was inspired by a friend he deeply admired—someone who would later become both his mentor and boss. "I looked up to him and aspired to follow in his footsteps, drawn by the idea

of a fulfilling career and the promise of independence," Scott shares.

Under his mentor's guidance, Scott gained a solid foundation, learning the skills and strategies needed to navigate the ever-changing real estate market. These early lessons helped shape Scott's approach to the industry and fostered his dedication to helping clients achieve their goals.

For much of his career, Scott worked independently, carving out a path marked by resilience and self-reliance. While he thrived on self-sufficiency, he also came to recognize the value of collaboration and mentorship in achieving



Scott with his dogs.

even greater fulfillment. This realization became the catalyst for his next chapter.

Joining the Lisa Wolf Team brought Scott a renewed sense of purpose. Surrounded by a team that values both individual and collective success, he has embraced the role of mentor, finding joy in helping newer agents thrive. "I'm finding great joy taking newer agents under my wing, helping them navigate their careers, and watching them succeed," Scott shares. "I also enjoy all of the community outreach my team participates in."

While Scott takes pride in mentoring others and giving back, he maintains

that helping his clients and witnessing their happiness remains the most rewarding aspect of his business. More than anything, he finds his greatest sense of accomplishment in solving seemingly impossible challenges for clients and colleagues alike.

For Scott, success is about more than personal milestones; it's about creating solutions and fostering connections. As he looks to the future, Scott remains focused on growing his individual sales while continuing to contribute to the Lisa Wolf Team's collective success. "To me, success is feeling comfortable and grounded



“I’M FINDING GREAT JOY TAKING NEWER AGENTS UNDER MY WING, HELPING THEM NAVIGATE THEIR CAREERS, AND WATCHING THEM SUCCEED..”

in all aspects of life,” he explains. “Balance is crucial in this business.”

Outside of work, Scott finds solace and joy in simple, yet fulfilling pursuits. Recently, he’s discovered a genuine sense of relaxation and accomplishment in cooking. “While my creations may not be extravagant, I’ve mastered a few recipes that bring me a sense of calm,” he shares. “I’m eager to branch out and expand my culinary skills.”

Scott also has a profound love for animals. While he dreams of one day having a full menagerie, for now, his four small dogs bring boundless energy and affection to his home. “Our dogs keep us on our toes and add a unique joy to

life,” he says. “They are both entertaining and affectionate, and while they can be a handful, I wouldn’t trade them for anything!”

Scott also enjoys planning trips. While visiting exciting destinations is always thrilling, he finds the planning process itself to be incredibly relaxing and cathartic.

Whether he’s mentoring newer agents, finding creative solutions for his clients, savoring moments of achievement in the kitchen, or enjoying furry affection at home, Scott remains focused on what matters most: building meaningful relationships, fostering community, and creating a lasting impact on others.



Scott with the Lisa Wolf Team.



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Andrea Miller

with The MacPherson Group

Always Seeing the Silver Lining

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

Andrea Miller is a firm believer in finding the silver lining in every situation. For her, setbacks are simply opportunities in disguise—a mindset that has shaped both her personal journey and her thriving career as a REALTOR®. With a focus on authenticity, care, and

empowering others, Andrea has built a reputation for helping her clients see the potential in every home and decision.

Real estate runs in Andrea's blood. She grew up in Glenview, observing and assisting her mother, a successful broker

in North Shore. Those early experiences offered her a glimpse into the intricacies of the industry and planted the seeds of her future career. "I saw how helpful someone can be to a client making one of the biggest purchases in their life," Andrea reflects.



While earning her master's degree from DePaul University, Andrea worked in the front office of a prominent brokerage, gaining valuable behind-the-scenes knowledge of real estate transactions. These roles gave her a strong foundation in market dynamics and client service.

After graduating, Andrea pursued a career as a school counselor at CPS's Sawyer Elementary School (kindergarten–grade 8). This role honed her ability to guide and support people through pivotal life changes and events. Five years later, she returned to Glenview, drawn by its strong sense of community and the support of family and friends. She knew it was the ideal place to raise her family and build meaningful connections.

When her youngest child started kindergarten, Andrea decided it was time for a new chapter—one that blended her passion for helping others with her love for real estate. Recognizing the opportunity to

combine her people skills with her knack for analyzing data and market trends, she made the leap into a career that felt both exciting and fulfilling.

Andrea joined the MacPherson Group at @properties, one of the most successful teams in North Shore, and hasn't looked back. Combining her knowledge of the intricate neighborhoods within North Shore's suburbs and Chicago with her natural ability to listen and connect, Andrea quickly became an integral part of the group's growth.

Andrea's passion for real estate shines through in every aspect of her work. "I'm passionate about my clients and giving everyone the concierge service they deserve," she says. For Andrea, her work is not just about closing deals; it's about forming genuine connections and understanding how she can best assist each individual.

She loves meeting new people, learning their unique needs, and helping them see

“ Real estate is about making sure I take care of my clients every step of the way. ”





Andrea with her children.

traveling, and helping friends with home rehab projects.

Whether she's spending time with friends, engrossed in a good book, or contributing to her community, Andrea approaches every aspect of her life with the same energy and enthusiasm that defines her real estate career.

When asked what advice she would give to aspiring top producers or fellow REALTORS®, Andrea emphasizes the importance of staying true to oneself. "Be authentic to who you are. You can bring your best characteristics into your work; it will be a huge benefit," she advises.


Andrea's success is a testament to the power of authenticity, positivity, and a genuine passion for helping others. As she continues to embrace new challenges and find the silver lining in every situation, Andrea is certain to leave a lasting impact on her clients, her community, and the North Shore market.

the potential in their homes, even if that means suggesting projects to maximize value. With a network of trusted contractors at her fingertips, Andrea often helps clients envision possibilities they might not have considered.

"I've always appreciated the ebb and flow of a transaction," she shares. "Real estate is about making sure I take care of my clients every step of the way." Whether she's guiding first-time buyers

or seasoned sellers, Andrea is dedicated to ensuring her clients feel supported and confident throughout the process.

Outside of the business, Andrea leads an active lifestyle with her three boys, Hudson, Dylan, and Travis, and their spirited dog, Charlie. Summers are spent at the lake, while winters bring skiing adventures. Long walks with Charlie and outdoor runs provide moments of relaxation, and she enjoys tennis,



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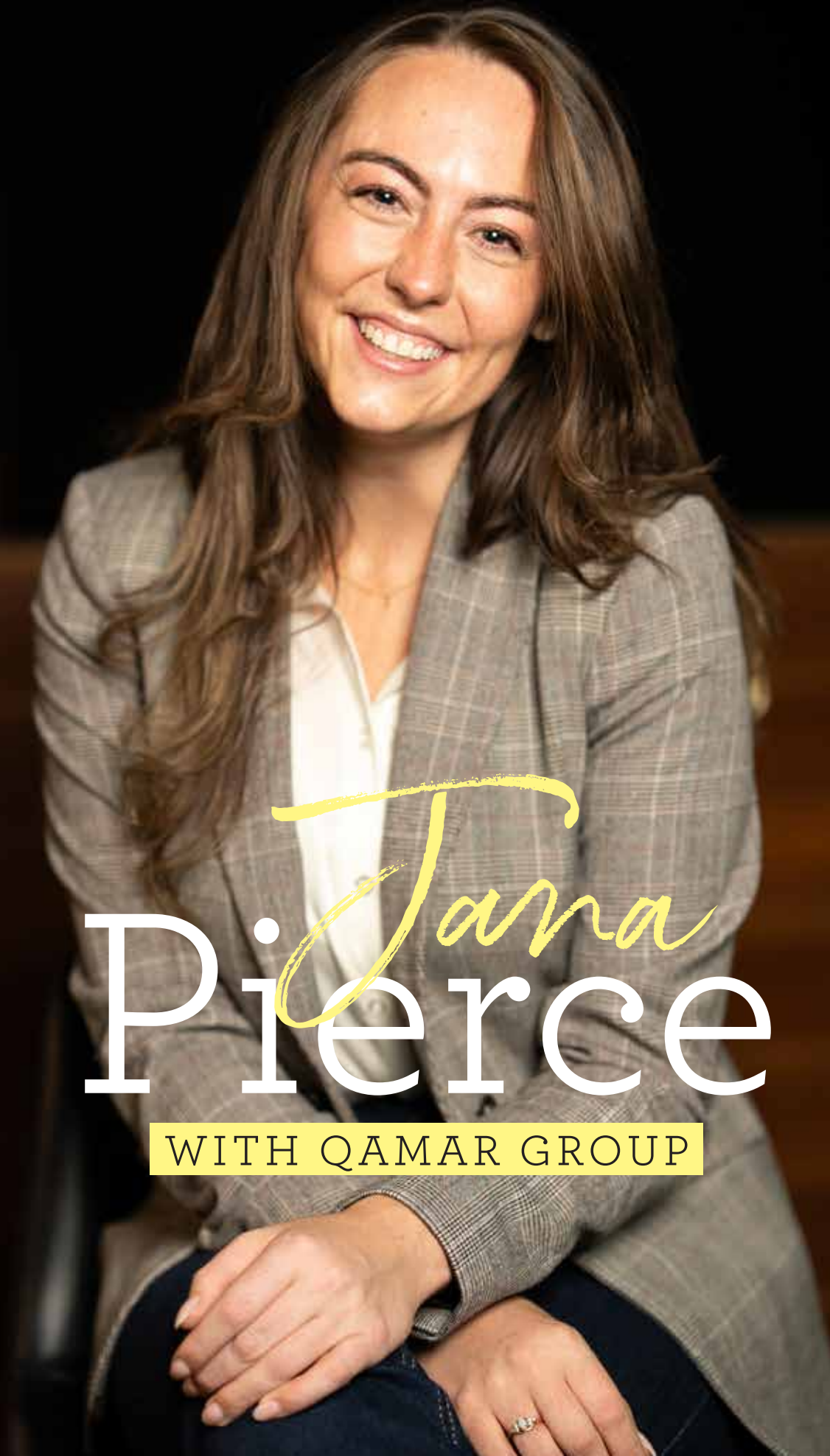


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Jana Pierce

WITH QAMAR GROUP

EMPOWERING PEOPLE, SOLVING PUZZLES

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

For Jana Pierce, real estate is a dynamic blend of human connection, strategic problem-solving, and the opportunity to make a difference. With a background in social work and nonprofit management, Jana approaches every transaction as more than just a business deal; it's a chance to empower her clients and her team.

"I've always been intrigued by how human behavior influences business," Jana shares. "I never planned on becoming a REALTOR®, but transitioning from the nonprofit sector to the business world felt like a natural way to apply what I'd learned about people and their motivations."

Jana's professional journey began far from the world of real estate. She grew up in the small farm town of Mason, Michigan, where her family has lived for over a century. Her father and grandfather ran an insurance business, and her mother was a high school teacher. "I learned the value of perseverance and having a strong work ethic from my family," she reflects.

After earning a bachelor's degree in social work from Olivet Nazarene University and a master's in nonprofit management from Loyola University Chicago, Jana spent her early career



“Surround yourself with the people who have the businesses you aspire to have too, and learn from how they handle challenges...”

writing multimillion-dollar grants for an Illinois health center, where her efforts supported thousands of employees. After years of working in the nonprofit sector, she yearned to transition into a more dynamic, business-oriented field.

Her chance came when a friend connected her with a commercial brokerage job near her home in Chicago's South Loop. "Although I never planned on becoming a REALTOR®, I was excited to learn the behind-the-scenes side of the business, as well as use my knowledge of human behavior to help people accomplish their real estate goals," she says.

Jana launched her real estate career in commercial leasing in 2014, but it wasn't long before she transitioned into residential real estate. "As I gained more skills, I

began to see the difference I was making—saving people money, guiding them toward long-term solutions, and becoming someone they could trust with their questions," she says.

Her ability to analyze situations and navigate challenges has kept Jana in the industry. "Real estate is like solving a puzzle," she explains. "Every deal has its twists, and it's gratifying to figure out what's driving the behavior behind it and create a positive outcome."

By 2018, Jana had expanded her influence beyond individual clients, planning and executing the Kellogg School of Management's Housing Fair at Northwestern University for two consecutive years. Her efforts connected incoming graduate students with top, off-market housing options

in Evanston and provided a seamless rental experience.

Her leadership skills grew even further when she joined the Qamar Group, where she recruited and trained the leasing and sales teams while building a strong administrative team—contributing to a 120 percent year-over-year increase in team volume. "Seeing the growth in my team members has been one of the most rewarding parts of my career," she shares. "We've got each other's backs through tough times and celebrate the wins together."

Although real estate wasn't her original career plan, Jana is deeply grateful for the lessons the field has taught her. "I've learned that the skills I've developed in real estate—conflict resolution, strategic thinking, and relationship-building—can transfer to any field," she says. Looking ahead, her goals include continuing to support her team, helping clients, and embracing new challenges.



Jana defines success in simple yet profound terms: "Leaving people better than I found them." It's a philosophy that extends beyond her work. An avid supporter of Best Buddies in Illinois, a nonprofit that

creates opportunities for people with intellectual and developmental disabilities, Jana values giving back to her community.

When she's not working, Jana recharges through nature walks in Chicago's forest preserves, cycling along Lake Shore Drive, or diving into a good book by the fire. She also carves out time for a group of childhood friends who gather annually for "a ladies' long weekend."



For aspiring agents or those navigating the industry's ups and downs, Jana offers sage advice: "Don't take anything personally. Focus on finding solutions, no matter how weird the twists in a deal may be. Surround yourself with the people who have the businesses you aspire to have too, and learn from how they handle challenges. Make as many mistakes as possible. No one who is doing better than you will take the time to criticize you."

Balancing strategy and heart, Jana brings a unique perspective to everything she does: solving problems, empowering her team, and building lasting relationships. Whether guiding clients, mentoring colleagues, or cherishing moments with family and friends, Jana's thoughtful and collaborative spirit leaves a meaningful and enduring impression on everyone she meets.

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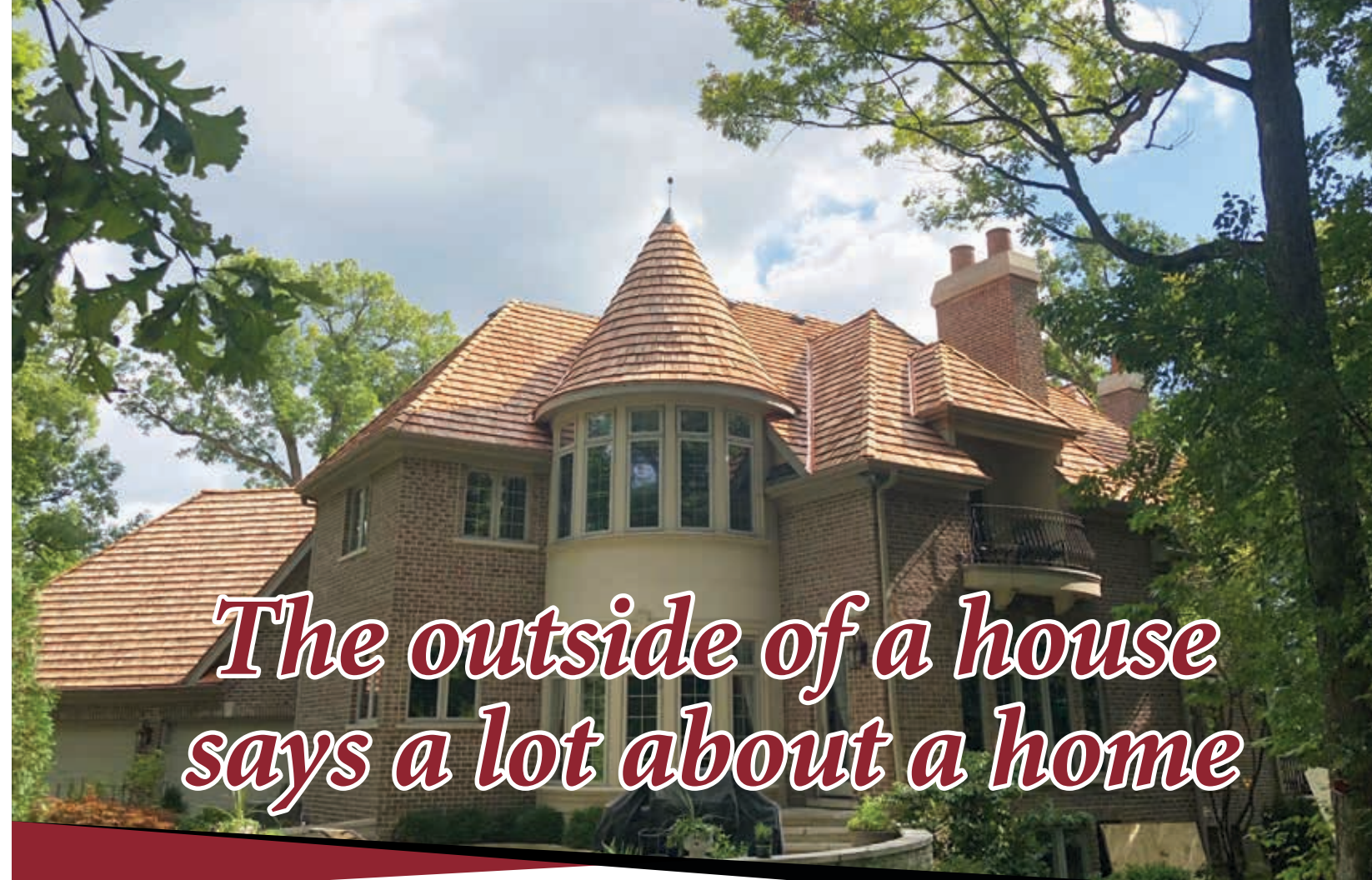
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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	143.5	\$96,456,493	134.5	\$80,753,657	278	\$177,210,150
2	Jena	Radnay	27	\$78,898,800	13	\$45,110,000	40	\$124,008,800
3	Anita	Olsen	289	\$113,246,053	0	\$0	289	\$113,246,053
4	John	Morrison	72	\$64,890,095	45.5	\$40,230,148	117.5	\$105,120,243
5	Paige	Dooley	21	\$58,343,000	21	\$34,942,722	42	\$93,285,722
6	Andra	O'Neill	33.5	\$54,360,156	18	\$27,534,500	51.5	\$81,894,656
7	Connie	Dornan	49	\$36,232,825	43.5	\$44,760,529	92.5	\$80,993,354
8	Maria	DelBoccio	64	\$39,369,534	55	\$36,188,400	119	\$75,557,934
9	Sarah	Leonard	84	\$38,313,134	89	\$32,731,962	173	\$71,045,096
10	Beth	Wexler	34	\$33,383,250	30.5	\$36,981,325	64.5	\$70,364,575
11	Kim	Alden	28.5	\$17,446,410	134.5	\$52,518,663	163	\$69,965,073
12	Dawn	McKenna	16	\$33,238,500	18	\$33,885,500	34	\$67,124,000
13	Cory	Green	16	\$12,833,902	49	\$51,297,207	65	\$64,131,109
14	Jacqueline	Lotzof	26	\$19,504,750	40	\$43,603,900	66	\$63,108,650
15	Craig	Fallico	60	\$34,321,500	34	\$21,950,500	94	\$56,272,000
16	Anne	Dubray	26	\$29,634,500	22	\$26,183,500	48	\$55,818,000
17	Holly	Connors	53	\$30,742,525	38.5	\$21,335,917	91.5	\$52,078,442
18	Jim	Starwalt	64	\$19,868,852	89.5	\$31,464,680	153.5	\$51,333,532
19	Dean	Tubekis	33	\$28,783,500	47.5	\$22,107,285	80.5	\$50,890,785
20	Nicholas	Solano	86	\$50,727,369	0	\$0	86	\$50,727,369
21	Leslie	McDonnell	54	\$25,871,400	35	\$18,794,775	89	\$44,666,175
22	Sarah	Toso	69	\$42,624,717	0	\$0	69	\$42,624,717
23	Lisa	Wolf	59.5	\$28,660,800	33	\$13,375,238	92.5	\$42,036,038
24	Pat	Kalamatas	78	\$37,103,599	11	\$3,912,745	89	\$41,016,344
25	Jeff	Ohm	17	\$20,380,204	17	\$20,496,304	34	\$40,876,508
26	Marina	Carney	12.5	\$20,938,910	8.5	\$19,733,500	21	\$40,672,410
27	Kelly	Malina	90	\$39,064,410	3	\$1,090,000	93	\$40,154,410
28	Robbie	Morrison	33	\$23,387,044	17	\$15,757,798	50	\$39,144,842
29	Marlene	Rubenstein	8.5	\$8,847,900	20	\$30,206,299	28.5	\$39,054,199
30	Susan	Maman	11	\$19,822,500	10	\$18,262,000	21	\$38,084,500
31	Matthew	Messel	28	\$12,880,500	50	\$24,672,574	78	\$37,553,074
32	Megan	Mawicke Bradley	7.5	\$13,678,007	11	\$23,403,000	18.5	\$37,081,007
33	Mary	Grant	13.5	\$22,910,331	9	\$13,760,500	22.5	\$36,670,831
34	Jennifer	Olson Jones	65	\$35,717,270	1	\$465,000	66	\$36,182,270

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Cathy	Oberbroeckling	61	\$31,977,642	7	\$2,749,190	68	\$34,726,832
36	Ann	Lyon	16	\$18,275,000	12	\$16,054,000	28	\$34,329,000
37	Andrew	Mrowiec	12.5	\$20,938,910	10.5	\$12,688,129	23	\$33,627,040
38	Michael	Thomas	33.5	\$18,437,250	19.5	\$13,498,400	53	\$31,935,650
39	Jamie	Hering	48	\$15,334,787	44	\$15,503,489	92	\$30,838,276
40	Benjamin	Hickman	32	\$11,437,450	47	\$18,982,732	79	\$30,420,182
41	Vittoria	Logli	21	\$20,272,378	9.5	\$9,425,700	30.5	\$29,698,078
42	Pam	MacPherson	10	\$11,507,900	18.5	\$18,115,000	28.5	\$29,622,900
43	Ted	Pickus	13	\$12,714,000	16	\$16,187,509	29	\$28,901,509
44	Jodi	Cinq-Mars	36	\$12,969,600	43	\$15,823,845	79	\$28,793,445
45	Brandy	Isaac	14	\$16,656,000	9	\$11,661,000	23	\$28,317,000
46	Caroline	Starr	32	\$17,835,522	18	\$10,441,554	50	\$28,277,076
47	Lisa	Trace	10	\$11,848,550	12.5	\$16,077,750	22.5	\$27,926,300
48	Connie	Antoniou	16	\$16,785,500	12	\$10,197,500	28	\$26,983,000
49	Kate	Fanselow	17	\$11,217,500	25	\$15,235,400	42	\$26,452,900
50	Beth	Alberts	24	\$18,695,000	9.5	\$7,360,850	33.5	\$26,055,850

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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	Judy	Greenberg	24	\$15,775,641	15.5	\$10,111,065	39.5	\$25,886,706
52	Susan	Amory Weninger	11.5	\$16,539,212	6	\$9,047,500	17.5	\$25,586,712
53	Lyn	Wise	11	\$9,718,000	20.5	\$15,812,716	31.5	\$25,530,716
54	Julie	Schultz	13	\$13,210,817	13	\$11,557,700	26	\$24,768,517
55	Cheryl	Bonk	51.5	\$24,556,272	0	\$0	51.5	\$24,556,272
56	Linda	Little	51.5	\$24,556,272	0	\$0	51.5	\$24,556,272
57	Tara	Kelleher	15	\$13,263,000	14	\$11,266,500	29	\$24,529,500
58	Mona	Hellinga	5	\$13,280,000	3	\$11,200,000	8	\$24,480,000
59	John	Barry	11	\$15,059,154	7	\$9,389,254	18	\$24,448,408
60	Mary	Summerville	15.5	\$8,694,975	27.5	\$15,569,350	43	\$24,264,325
61	Danny	McGovern	18.5	\$13,731,900	14	\$10,503,000	32.5	\$24,234,900
62	Esther	Zamudio	22.5	\$6,603,850	57	\$17,566,300	79.5	\$24,170,150
63	Tyler	Lewke	23.5	\$8,955,875	32.5	\$14,322,026	56	\$23,277,900
64	Missy	Jerfita	17.5	\$15,780,225	11	\$7,423,500	28.5	\$23,203,725
65	Nathan	Freeborn	11	\$8,503,000	20	\$14,655,200	31	\$23,158,200
66	Ashley	Kain Spector	6	\$8,700,000	11	\$14,135,000	17	\$22,835,000
67	Jackie	Mack	28	\$15,358,820	10.5	\$7,447,000	38.5	\$22,805,820
68	Shaun	Raugstad	15	\$16,607,300	9	\$6,174,000	24	\$22,781,300
69	Amy	Diamond	31.5	\$14,670,701	17	\$8,044,400	48.5	\$22,715,101
70	Laura	Fitzpatrick	4	\$7,077,500	15	\$15,603,000	19	\$22,680,500
71	Margie	Brooks	11.5	\$12,676,500	10	\$9,975,000	21.5	\$22,651,500
72	Joey	Gault	17.5	\$21,894,000	0	\$0	17.5	\$21,894,000
73	Janet	Borden	14.5	\$13,261,820	9	\$8,376,419	23.5	\$21,638,239
74	Lori	Rowe	24.5	\$15,256,928	10.5	\$6,283,878	35	\$21,540,806
75	Vaseekaran	Janarthanam	12	\$6,236,602	35	\$15,214,041	47	\$21,450,643
76	Kelly	Baysinger	15	\$7,887,980	25	\$13,339,749	40	\$21,227,729
77	Diana	Matichyn	24.5	\$12,455,324	21	\$8,584,750	45.5	\$21,040,074
78	David	Schwabe	23	\$10,624,250	24	\$10,400,000	47	\$21,024,250
79	Lindsey	Kaplan	13.5	\$6,858,250	22	\$13,669,500	35.5	\$20,527,750
80	Samantha	Trace	9.5	\$10,951,050	5.5	\$9,398,750	15	\$20,349,800
81	Deborah	Hepburn	12.5	\$10,737,000	10	\$9,437,900	22.5	\$20,174,900
82	Nancy	Gibson	16	\$15,751,023	6	\$4,093,055	22	\$19,844,078
83	Melissa	Siegal	4	\$3,332,500	17.5	\$16,504,215	21.5	\$19,836,715
84	Kimberly	Shortsle	5.5	\$6,400,500	10.5	\$13,164,500	16	\$19,565,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Meredith	Schreiber	9.5	\$7,918,375	15	\$11,078,500	24.5	\$18,996,875
86	Ryan	Cherney	37	\$18,842,901	0	\$0	37	\$18,842,901
87	Abhijit	Leekha	12	\$5,829,500	25	\$12,854,733	37	\$18,684,233
88	Lori	Baker	10	\$13,493,250	5	\$5,185,000	15	\$18,678,250
89	Kathryn	Mangel	5.5	\$8,509,275	7.5	\$10,126,250	13	\$18,635,525
90	Dominick	Clarizio	6	\$6,358,500	12.5	\$12,165,722	18.5	\$18,524,222
91	Joan	Couris	32	\$12,171,256	14	\$6,326,000	46	\$18,497,256
92	Geoff	Brown	9.5	\$8,390,554	11	\$9,972,500	20.5	\$18,363,054
93	Sheryl	Graff	11.5	\$14,727,500	2	\$3,395,000	13.5	\$18,122,500
94	Heather	Fowler	8	\$7,267,000	5	\$10,656,965	13	\$17,923,965
95	James	Ziltz	35	\$17,840,651	0	\$0	35	\$17,840,651
96	Lauren	Mitrick Wood	2.5	\$2,602,500	13.5	\$15,108,550	16	\$17,711,050
97	David	Pickard	20	\$7,534,000	23	\$10,121,916	43	\$17,655,916
98	Joe Tyler	Gerber	12.5	\$8,003,500	10	\$9,412,500	22.5	\$17,416,000
99	Katharine	Hackett	5	\$7,028,000	7	\$10,235,000	12	\$17,263,000
100	Alissa	McNicholas	9	\$12,586,750	4	\$4,560,000	13	\$17,146,750

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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	Emily	Smart Lemire	3	\$4,047,500	9.5	\$13,033,500	12.5	\$17,081,000
102	C Bryce	Fuller	21.5	\$10,815,111	12	\$6,230,100	33.5	\$17,045,211
103	Alan	Berlow	15	\$9,562,000	12	\$7,474,813	27	\$17,036,813
104	Anne	Hardy	15	\$10,533,455	7	\$6,321,000	22	\$16,854,455
105	Aaron	Share	8.5	\$7,687,000	8	\$9,154,802	16.5	\$16,841,802
106	Samantha	Kalamaras	22	\$12,361,400	9	\$4,463,491	31	\$16,824,891
107	Justin	Greenberg	12.5	\$10,988,250	10	\$5,767,750	22.5	\$16,756,000
108	Susan	Teper	11	\$8,848,750	8	\$7,833,000	19	\$16,681,750
109	Allison	Silver	11	\$10,847,320	6	\$5,657,500	17	\$16,504,820
110	Winfield	Cohen	18.5	\$7,019,350	16	\$9,411,256	34.5	\$16,430,606
111	Samuel	Lubeck	4.5	\$2,026,500	15	\$14,370,249	19.5	\$16,396,749
112	Michael	Graff	7	\$6,528,601	15	\$9,800,901	22	\$16,329,502
113	Rutul	Parekh	10.5	\$2,459,400	40	\$13,736,900	50.5	\$16,196,300
114	Jodi	Taub	7.5	\$6,443,500	11.5	\$9,732,500	19	\$16,176,000
115	Michael	Mitchell	7	\$10,559,689	4	\$5,505,000	11	\$16,064,689
116	Cory	Albiani	15.5	\$11,519,500	7	\$4,540,000	22.5	\$16,059,500
117	Jeannie	Kurtzhalts	8.5	\$13,131,000	3	\$2,909,000	11.5	\$16,040,000
118	Debra	Baker	11	\$7,831,680	11	\$8,083,000	22	\$15,914,680
119	Rafay	Qamar	21	\$7,810,350	20	\$7,890,630	41	\$15,700,980
120	Corey	Barker	20.5	\$9,794,699	14	\$5,886,500	34.5	\$15,681,199
121	Lynda	Sanchez-Werner	48	\$15,384,400	1	\$289,990	49	\$15,674,390
122	Andee	Hausman	16.5	\$6,628,300	17.5	\$9,035,140	34	\$15,663,440
123	Majbrith	Brody	11	\$9,493,900	6	\$6,090,000	17	\$15,583,900
124	Christopher	Lobrillo	48	\$15,384,400	0	\$0	48	\$15,384,400
125	Steve	Mcewen	6.5	\$12,819,000	5	\$2,280,000	11.5	\$15,099,000
126	Renee	Clark	15.5	\$11,392,750	7	\$3,595,900	22.5	\$14,988,650
127	Richard	Richker	4	\$4,469,000	8	\$10,461,000	12	\$14,930,000
128	Jen	Ortman	14.5	\$6,589,068	17	\$8,094,500	31.5	\$14,683,568
129	Joanne	Hudson	4.5	\$5,886,750	5	\$8,735,888	9.5	\$14,622,638
130	Heidi	Seagren	8.5	\$6,194,153	10.5	\$8,303,500	19	\$14,497,653
131	Ashlee	Fox	9	\$5,917,000	11	\$8,522,340	20	\$14,439,340
132	Patrick	Milhaupt	3.5	\$5,569,500	3.5	\$8,855,000	7	\$14,424,500
133	Linda	Levin	7	\$6,319,500	8.5	\$8,075,000	15.5	\$14,394,500
134	David	Chung	3.5	\$4,405,194	8	\$9,980,000	11.5	\$14,385,194

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Randall	Brush	22.5	\$9,380,738	9	\$4,999,100	31.5	\$14,379,838
136	Grigory	Pekarsky	3	\$2,123,000	18	\$12,236,385	21	\$14,359,385
137	David	Korkoian	20.5	\$8,321,300	11	\$5,962,450	31.5	\$14,283,750
138	Gloria	Matlin	7.5	\$10,314,800	5	\$3,943,500	12.5	\$14,258,300
139	Rebekah	Wipperfurth	10.5	\$4,285,000	20	\$9,889,410	30.5	\$14,174,410
140	Jesus	Perez	20	\$5,403,000	37	\$8,747,108	57	\$14,150,108
141	Karen	Majerczak	10.5	\$7,093,138	10	\$6,966,554	20.5	\$14,059,692
142	Amy	Kite	19	\$8,040,123	16.5	\$5,994,800	35.5	\$14,034,923
143	Shaunna	Burhop	22.5	\$10,075,500	8.5	\$3,953,393	31	\$14,028,893
144	Cynthia	Poulakidas Tobin	6	\$7,504,000	3	\$6,500,000	9	\$14,004,000
145	Vilma	Alvarez	25	\$9,724,952	11.5	\$4,260,385	36.5	\$13,985,338
146	Lyn	Flannery	8	\$10,515,000	3	\$3,445,000	11	\$13,960,000
147	Mohammed	Iftikhar	15	\$9,603,998	9.5	\$4,322,593	24.5	\$13,926,591
148	Jamie	Roth	9	\$7,394,000	4	\$6,444,630	13	\$13,838,630
149	Daniel	Timm	19.5	\$9,490,444	6	\$4,277,000	25.5	\$13,767,444
150	Jean	Anderson	5.5	\$9,226,000	4	\$4,470,000	9.5	\$13,696,000

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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	Carrie	McCormick	3.5	\$8,755,000	5	\$4,892,600	8.5	\$13,647,600
152	Sherri	Esenberg	14	\$6,050,400	16	\$7,551,599	30	\$13,601,999
153	Jody	Dickstein	6	\$8,190,000	2.5	\$5,406,500	8.5	\$13,596,500
154	Joseph	Render	24.5	\$9,597,452	9.5	\$3,983,350	34	\$13,580,802
155	Julia	Alexander	7	\$3,831,000	26	\$9,564,669	33	\$13,395,669
156	Kate	Huff	6	\$7,927,500	4	\$5,454,500	10	\$13,382,000
157	Christopher	Paul	24	\$10,007,700	9	\$3,274,000	33	\$13,281,700
158	Peggy	Glickman	3.5	\$2,786,000	10	\$10,484,000	13.5	\$13,270,000
159	Helen	Oliveri	18	\$6,979,350	14	\$6,287,490	32	\$13,266,840
160	Kelly	Janowiak	21	\$8,709,813	9	\$4,422,500	30	\$13,132,313
161	Meredith	Pierson	12	\$13,114,000	0	\$0	12	\$13,114,000
162	Barbara	Noote	25	\$8,380,600	12	\$4,725,910	37	\$13,106,510
163	Ralph	Milito	15	\$8,161,800	9	\$4,942,500	24	\$13,104,300
164	Elizabeth	Wieneke	8	\$9,591,000	3	\$3,496,900	11	\$13,087,900
165	Kati	Spaniak	7.5	\$7,300,300	7.5	\$5,730,500	15	\$13,030,800
166	Timothy	Lydon	19	\$8,122,850	8	\$4,899,990	27	\$13,022,840
167	Annika	Valdiserri	6.5	\$7,960,000	4	\$4,966,000	10.5	\$12,926,000
168	Carol	Hunt	7	\$6,510,500	4	\$6,346,000	11	\$12,856,500
169	Miranda	Alt	18	\$7,401,550	12	\$5,453,900	30	\$12,855,450
170	Elise	Rinaldi	6	\$8,732,000	4	\$4,111,000	10	\$12,843,000
171	Katherine	Hudson	6	\$6,165,500	8	\$6,641,250	14	\$12,806,750
172	Sara	Sogol	26	\$9,744,500	8	\$3,011,500	34	\$12,756,000
173	Teresa	Stultz	24	\$7,846,700	14	\$4,815,980	38	\$12,662,680
174	Greg	Klemstein	30	\$10,351,020	5	\$2,307,000	35	\$12,658,020
175	Sonia	Madden	5	\$6,598,999	1	\$6,000,000	6	\$12,598,999
176	Honore	Frumentino	8.5	\$5,845,700	11	\$6,748,000	19.5	\$12,593,700
177	Harris	Ali	5.5	\$2,222,500	25	\$10,308,000	30.5	\$12,530,500
178	Julie	Fleetwood	4.5	\$2,504,000	7	\$9,903,900	11.5	\$12,407,900
179	Andrea Lee	Sullivan	23	\$8,089,200	12	\$4,287,500	35	\$12,376,700
180	Nevin	Nelson	13	\$4,677,250	17	\$7,649,888	30	\$12,327,138
181	Misael	Chacon	33	\$11,865,309	1	\$435,000	34	\$12,300,309
182	Donna	Mancuso	5	\$8,226,000	3	\$4,052,500	8	\$12,278,500
183	Sara	Brahm	1	\$1,599,000	6	\$10,596,000	7	\$12,195,000
184	Zack	Matlin	7	\$9,882,300	3	\$2,266,000	10	\$12,148,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Audra	Casey	8	\$7,806,000	4	\$4,336,000	12	\$12,142,000
186	Ashraf	Memon	6	\$3,373,000	15	\$8,741,736	21	\$12,114,736
187	Ryan	Pavey	9	\$3,753,500	14.5	\$8,294,800	23.5	\$12,048,300
188	Michael	Lohens	11	\$5,950,451	9	\$6,079,900	20	\$12,030,351
189	Juliet	Towne	12.5	\$8,395,500	9	\$3,585,900	21.5	\$11,981,400
190	Rita	Baba	2	\$749,000	25	\$11,217,500	27	\$11,966,500
191	Elizabeth	Bryant	7.5	\$5,737,550	8	\$6,214,000	15.5	\$11,951,550
192	Judy Ann	Bruce	15	\$8,177,400	9	\$3,722,500	24	\$11,899,900
193	Sylwia	Chliborob	22	\$9,234,900	7	\$2,634,250	29	\$11,869,150
194	Sally	Mabadi	9.5	\$10,563,500	1	\$1,295,000	10.5	\$11,858,500
195	Tetiana	Konenko	4.5	\$2,246,738	28	\$9,533,500	32.5	\$11,780,238
196	Katie	Hauser	2.5	\$3,650,000	7	\$8,094,964	9.5	\$11,744,964
197	Cornelia	Matache	1	\$791,000	5	\$10,925,000	6	\$11,716,000
198	Bonnie	Tripton	2	\$3,525,000	5	\$8,130,000	7	\$11,655,000
199	Annie	Flanagan	1	\$1,425,000	6	\$10,216,000	7	\$11,641,000
200	Houda	Chedid	6	\$9,250,000	2	\$2,374,900	8	\$11,624,900

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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	Anita	Willms	21	\$7,461,500	8	\$3,978,007	29	\$11,439,507
202	Frank	Capitanini	2	\$1,963,250	11	\$9,475,111	13	\$11,438,361
203	Anna	Klarck	9.5	\$4,092,000	15	\$7,251,820	24.5	\$11,343,820
204	Connie	Barhorst	18	\$8,204,571	7	\$3,127,000	25	\$11,331,571
205	Daniel	Drake	14	\$8,519,750	6	\$2,679,500	20	\$11,199,250
206	Julie	Hartvigsen	6	\$10,630,994	1	\$495,000	7	\$11,125,994
207	Lisa	Schulkin	10	\$10,122,000	1	\$995,000	11	\$11,117,000
208	Leigh	Marcus	4.5	\$4,155,000	9.5	\$6,959,650	14	\$11,114,650
209	Sairavi	Suribhotla	5	\$1,891,500	18.5	\$9,215,741	23.5	\$11,107,241
210	Sue	Hall	11.5	\$7,844,800	7	\$3,260,900	18.5	\$11,105,700
211	Heidi	Michaels	14.5	\$7,333,000	8	\$3,743,000	22.5	\$11,076,000
212	Kieron	Quane	11	\$7,950,001	3	\$3,124,000	14	\$11,074,001
213	Megan	Jordan	7	\$6,992,000	3	\$3,970,000	10	\$10,962,000
214	Mandy	Montford	21	\$8,566,000	6	\$2,341,900	27	\$10,907,900
215	David	Jaffe	12	\$5,810,000	11	\$5,082,000	23	\$10,892,000
216	Matt	Laricy	2	\$1,620,000	12	\$9,255,250	14	\$10,875,250
217	Ashley	Arzer	9	\$3,907,250	12	\$6,962,500	21	\$10,869,750
218	Venera	Cameron	4	\$1,392,900	23	\$9,463,251	27	\$10,856,151
219	Stewart	Ramirez	27	\$7,927,000	8.5	\$2,910,000	35.5	\$10,837,000
220	Marla	Schneider	11	\$6,902,850	7	\$3,895,000	18	\$10,797,850
221	C. Steven	Weirich	8	\$5,031,000	8	\$5,762,500	16	\$10,793,500
222	Kary	Leon	9.5	\$6,468,625	8	\$4,294,700	17.5	\$10,763,325
223	Matt	Steiger	9	\$6,341,500	6	\$4,395,000	15	\$10,736,500
224	Marla	Fox	8	\$8,135,500	2	\$2,585,000	10	\$10,720,500
225	Elizabeth	Smith	4	\$5,225,000	4	\$5,484,000	8	\$10,709,000
226	Marco	Amidei	14.5	\$5,581,450	12	\$5,109,900	26.5	\$10,691,350
227	Amy	Foote	21	\$7,601,408	7.5	\$3,086,390	28.5	\$10,687,798
228	Susan	Burklin	10	\$8,355,500	3	\$2,319,500	13	\$10,675,000
229	Lynn	Romanek-Holstein	9	\$9,410,000	1	\$1,250,000	10	\$10,660,000
230	Dave	Blum	7.5	\$3,475,400	15	\$7,181,640	22.5	\$10,657,040
231	Sohail	Salahuddin	16.5	\$7,102,400	6.5	\$3,477,000	23	\$10,579,400
232	Kimberly	Meixner	6	\$5,102,000	9	\$5,465,139	15	\$10,567,139
233	Brandie	Malay	2	\$4,567,250	3	\$5,915,000	5	\$10,482,250
234	David	Moreno	2	\$990,000	19	\$9,482,869	21	\$10,472,869

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Michael	Herrick	11	\$4,934,000	7	\$5,513,000	18	\$10,447,000
236	Brady	Andersen	3.5	\$6,022,500	6	\$4,407,500	9.5	\$10,430,000
237	Mark	Kloss	12	\$4,934,000	13	\$5,449,250	25	\$10,383,250
238	Anne Marie	Murdoch	4	\$4,949,000	5	\$5,420,000	9	\$10,369,000
239	Kelly	Dunn Rynes	6	\$5,378,000	7	\$4,944,000	13	\$10,322,000
240	Dinny	Dwyer	7	\$5,865,500	5	\$4,454,000	12	\$10,319,500
241	Angela	Bjork	19.5	\$6,816,800	11	\$3,468,750	30.5	\$10,285,550
242	Ila	Coretti	3	\$5,145,350	3	\$5,075,000	6	\$10,220,350
243	Marybeth	Durkin	10	\$5,119,600	9	\$5,091,269	19	\$10,210,869
244	Matthew	Lysien	17.5	\$4,661,150	18	\$5,516,900	35.5	\$10,178,050
245	Patricia	Smarto	15	\$7,608,686	7	\$2,557,150	22	\$10,165,836
246	Emily	Sachs Wong	0	\$0	9	\$10,150,250	9	\$10,150,250
247	Dawn	Bremer	18.5	\$5,971,906	14.5	\$4,162,445	33	\$10,134,350
248	Evan	Reynolds	6	\$1,769,500	27	\$8,360,190	33	\$10,129,690
249	Oskar	Wiatr	5	\$4,542,500	17	\$5,576,400	22	\$10,118,900
250	Mark	Ahmad	11	\$6,078,500	6	\$3,998,000	17	\$10,076,500

Disclaimer: Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. 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. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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1 - OriginPoint's Same Day Mortgage promotion offers qualified customers who provide certain required financial information/documentation to OriginPoint within 24 hours of locking a rate on a mortgage loan the opportunity to receive a loan approval within 1 business day of timely submission of documentation and does not suggest that the borrower will receive funding on the same day as their application submission. For purposes of this offer, documents provided after 1 pm local time or on a weekend or company holiday will be deemed submitted the next business day. OriginPoint cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. OriginPoint reserves the right to revoke this approval at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and Intent to Proceed must be signed within 24 business hours of receipt. Not eligible for all loan types or residence types. Minimum down payment requirements apply. Self-employed borrowers are not eligible. Not all borrowers will be approved. Borrower's interest rate will depend upon the specific characteristics of borrower's loan transaction, credit profile and other criteria. Not available in all states. Restrictions apply. Visit OriginPoint.com/same-day-mortgage for terms and conditions.

2 - Eligible borrowers must qualify for a "Clear to Close Loan Commitment" ("CTC"). OriginPoint cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. CTC is subject to certain underwriting conditions, including clear title and no loss of appraisal waiver, amongst others. Not eligible for all loan types or residence types. Minimum down payment requirements apply. Property must be eligible for an Appraisal Waiver and borrower must opt in to AccountChek for automated income and asset verification. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Restrictions apply.



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