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Lisa Blume

ON THE RISE:

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WINTER EVENT:

AGENT PANEL

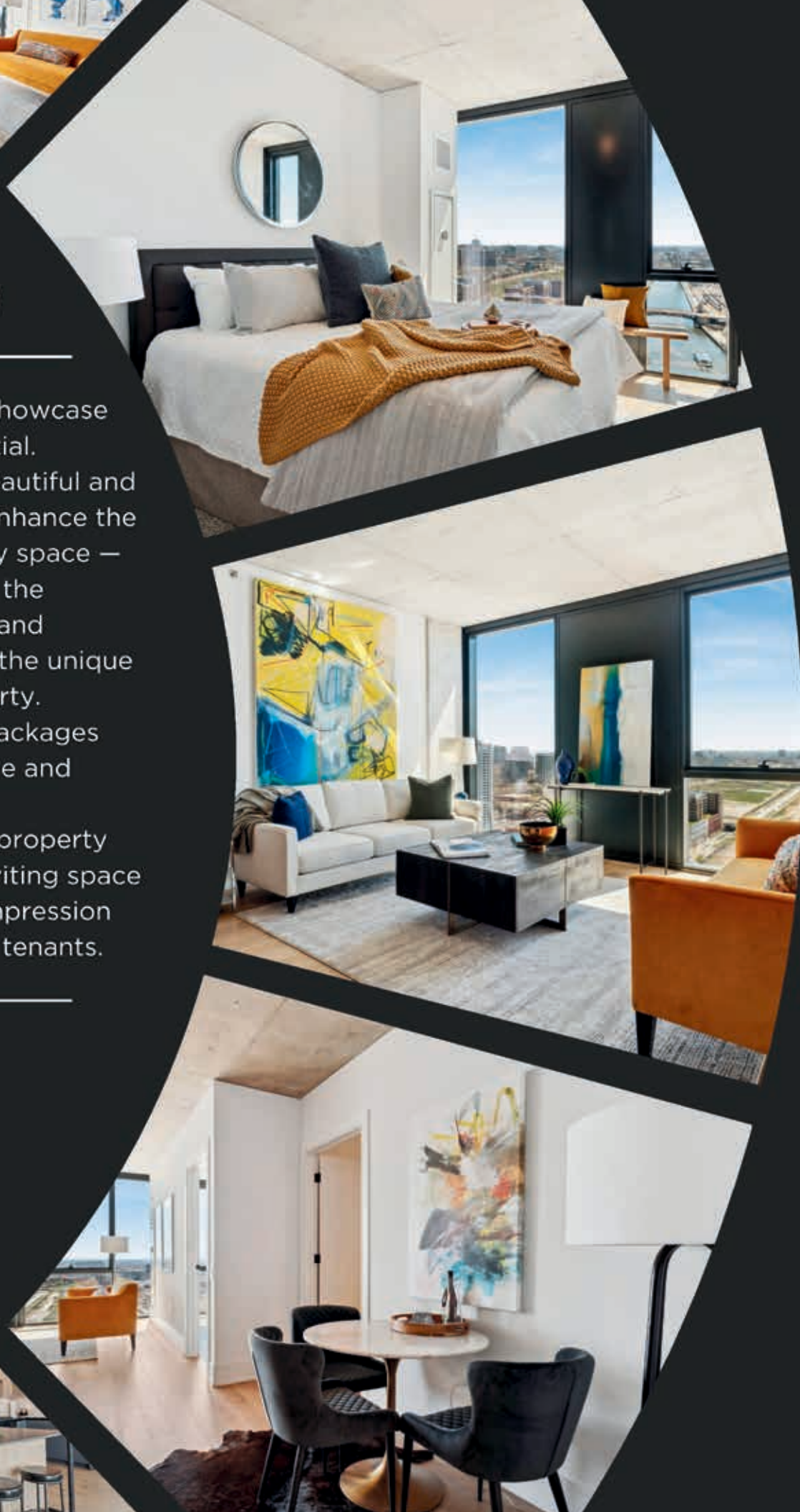
Hosted by Sociale Chicago
Monday, February 10th, 10AM
Details on page 44

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Contents

PROFILES



14 Lisa Blume



44 Winter 2025 Event Details

IN THIS ISSUE

- 5** Meet The Team
- 7** Preferred Partners
- 11** Publisher's Note
- 14** Agent Feature: Lisa Blume
- 18** Cover Rewind: Nykea Pippion McGriff
- 22** Cover Story: Patrick Shino
- 30** On the Rise: James Gurick
- 36** REALTORS® Speak
- 40** Agent Feature: Kavan Hoff
- 44** Winter Event: Sociale, Monday, Feb. 10th
- 46** Top 250 Standings

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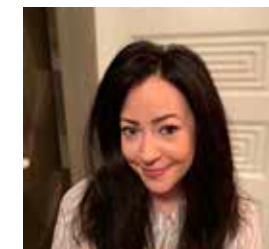
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PUBLISHER'S NOTE

Last year was one of the most unpredictable years that real estate had seen in decades. With the NAR settlement back in August, from the public perception of mortgage interest rates being "high" in comparison to a few years ago, to the joining of two titan brokerages here locally. Odds are your career and livelihood has been affected and you have had to change your day to day routine in order to generate business from what you were doing twelve to eighteen months prior.

We celebrated the 7th anniversary of *Chicago Real Producers* a few months ago. Working with so many high performing business professionals is not easy or for the faint of heart. Leading an elite group of the area's top 500 producing REALTORS® and the most recommended affiliates in the industry requires both standing firm when necessary and tip-toeing around insanely competitive personalities, giant egos, and people who have absolutely zero margin in their schedules (queue up "Non-Stop" from *Hamilton*).

I've learned that some people will love and praise you for something, while others will be envious and disapprove of the exact same action. Our platform genuinely serves and enhances our industry for the better. From the events, to the physical publication, to the social media that naturally flows as a result, all of it places a spotlight on the individuals who are consistently striving to add value to the home buying and selling experience. One thing I have found helpful is that when people are critical, distinguish the difference between those who love and care about you or who only care about what you can do for them.

We're so very excited to see everyone again next month at our winter event on Monday, February 10th at Sociale in the South Loop. We have another amazing panel lined up to kick off the year! Details and event registration can be found on page 44.



Andy Burton

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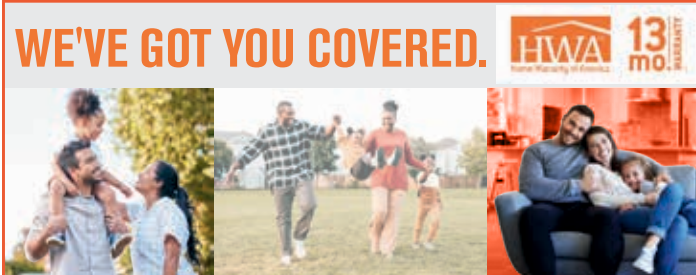


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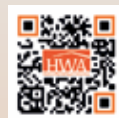
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LISA BLUME

Building for the Future

BY LAUREN YOUNG • PHOTOS BY SONYA MARTIN

“It’s hard work. Don’t underestimate that,” says Lisa Blume, founder of the Blume Group, reflecting on creating success. Lisa’s path moved her from Louisville to New York City and then to Chicago, where she has become one of the Windy City’s most respected REALTORS®.

“Following good habits, even when you’re feeling discouraged, absolutely works in the long run,” she adds. Steadfast commitment has not only driven Lisa’s personal success, but is behind the success of her dynamic, customer-focused real estate team that recently expanded to Florida.

Lisa left Louisville, where she grew up, at age eighteen; it was a brief modeling career that brought her to the Big Apple and introduced her to international travel. She eventually earned a degree in marketing from Pace University, which set the stage

for her successful career in advertising. Working for major names like *House Beautiful* and other design-focused publications honed her eye for aesthetics, a skill she would later leverage in real estate.

“Those years in advertising taught me the importance of assessing clients’ needs and how to present things in their best light,” Lisa says. Those skills and experiences quickly became essential in real estate, allowing her to help clients showcase their homes to sell quickly and at top value.

But it wasn’t only her talent and skills in sales and marketing that led Lisa to real estate. As a single mother to her daughter, Grace, whom she adopted from China, Lisa wanted a career that would provide stability without the demands of corporate travel.

“When Grace was younger, I didn’t want to be in a corporate job that would have me on

planes 24/7,” Lisa says. Real estate offered her flexibility, control, and the chance to be her own boss. Plus, she adds, “There’s no cap on your earning potential, only how hard you want to work for it.”

Lisa faced the challenges of starting a real estate career from scratch, with many long days of building relationships and staying dedicated. Her background in sales and marketing certainly helped, but it was her drive and persistence that made the difference.

“You can never anticipate where the business will come from,” Lisa notes. “You have to be open and try to help as many people as you can.”

After five years as a solo REALTOR®, Lisa launched the Blume Group and joined Keller Williams. Today the team has expanded to four agents and two support staff, each bringing unique strengths to the table.



“

Having a team with multiple perspectives makes us all better...”

The Chicago-based team includes award-winning REALTOR® and original investor in Keller Williams ONE Chicago, Tawnya McVicker; Jazmin Suarez brings her dedication to community work and her knowledge, as a native Chicagoan, to each transaction; and agent Jill Craig provides knowledgeable advice on Chicago’s diverse neighborhoods and schools.

“Having a team with multiple perspectives makes us all better,” Lisa explains. “Our team excels at local expertise and strives for a high level of customer service, delivered by kind and caring individuals.”

The Blume Group is also represented by agents in St. Petersburg, Fort Myers, Sarasota, and Naples, Florida. They ensure that clients receive the same “white glove service” in Florida as they would in Chicago.

“We’re aiming to not grow too big—it’s about maintaining quality,” Lisa explains. “We’ll add maybe one more person in Chicago, and continue to expand thoughtfully in Florida.”

Looking ahead, Lisa is committed to establishing systems that guarantee exceptional and



consistent experiences for clients. Her vision for the future includes providing more flexibility and security through team growth and creating a foundation that allows her to continue teaching and coaching other agents.

“I’m not sure if I will ever retire but I’d like to travel a bit more, so having a team I trust to uphold the same standards is incredibly important to me,” she says. “It’s about creating freedom to do what you want, when you want.”

When she’s not working, Lisa spends time with Grace, who is now a sophomore at the University of Illinois. Together, they enjoy exploring Chicago’s neighborhoods, traveling, and spending time outdoors. Lisa also enjoys simple pleasures like sitting

in the sun with a good book, getting together with friends, and cooking. She also stays active in her community, supporting Care for Real and the Brown Elephant in Edgewater—two organizations that are close to her heart.

Recently, Lisa downsized to a high-rise on Lake Michigan, and she finds tranquility in her new space.

“The balcony, sunrises, and view of the water make me feel like I’m on vacation,” she says.

For Lisa, real estate has become a lifelong career and pursuit shaped by hard work, adaptability, and a desire to serve. With the Blume Group, she has built a business rooted in integrity and client care—a legacy that’s sure to continue to thrive in the hands of her dedicated team.



Lisa with her team: Jazmin Suarez, Tawnya McVicker, and Jill Craig.



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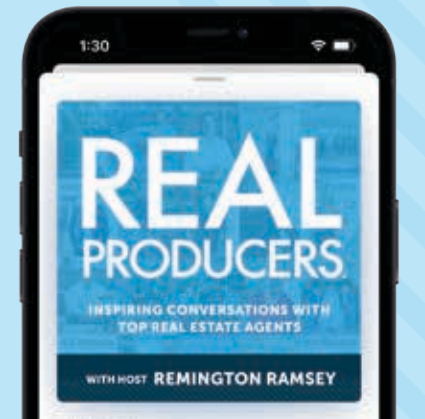
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“

I am proud to be paving a path for those like me in a city where my roots are deep-seated,” says Nykea. “I look forward to being able to inspire my peers in the community and help the real estate industry move forward during my time as CAR’s president.”

With the well-being of her clients at heart, Nykea went to work and soon became a CAR Top Producer. She entered leadership in 2015 as a member of the CAR Board of Directors and became its first black woman treasurer in 2018. She was also the 2017 president of the Women’s Council of REALTORS® Chicago, and the 2019 president of Women’s Council of REALTORS® Illinois.

As Nykea looks to the future, she is excited by the opportunities before her, to not only lead others in the world of real estate, but to continue the national conversation about diversity, inclusion, and more importantly, equity. In all she does, she’ll be building off her theme for this year: “Rise Up!”


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PATRICK SHINO

Building a Legacy

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES

When we first featured Patrick Shino in 2021, he was recognized as an “On the Rise” agent, brimming with potential and poised to make waves in the industry. In the years since, Patrick has fulfilled and exceeded those expectations.

His team, the SK Group, is now one of Chicago’s top rental and sales groups, achieving just under \$4 million in rental volume and \$150 million in sales over the past three years. Even more impressive, they’ve garnered over 1,200 five-star reviews across Zillow and Google—a testament to Patrick’s commitment to maintaining high production without ever sacrificing quality.

The SK Group has grown significantly over the years to a team of fifteen, reflecting Patrick’s belief in fostering collaboration while allowing his agents the freedom to thrive. He’s intentional about sharing credit, ensuring every member of his team gets the recognition they deserve. “I never consolidate numbers under my name,” he says. “Their success is theirs to own, and I’m here to support them.”

At the same time, Patrick continues to emphasize the rental side of his business, a cornerstone of his early career. By encouraging his top rental agents to transition into more sales transactions, he’s paving the way for their growth while keeping his

business grounded in the systems that have made it so successful.

While Patrick’s business has grown, the principles that guide him remain unchanged. Real estate, for Patrick, is about more than transactions; it’s about skill, consistency, and trust. His educational background has played a significant role in shaping his approach.

A graduate of Loyola University Chicago, Patrick studied philosophy and graduated cum laude. As a member of the Philosophy Ethics Debate Team, he honed his ability to think critically and negotiate effectively—skills that have given him an edge in negotiations.

This year, Patrick’s personal life reached a beautiful milestone with the arrival of his son, Thomas. Becoming a father has reshaped his priorities, bringing new meaning to his work and deepening his appreciation for balance. “It’s not just about building a career anymore; it’s about building a future for my family,” he shares.

His wife, Sumer, who also serves as Patrick’s operations manager, has been a cornerstone of his success. Together,





The SK Group.

“

IT'S NOT JUST ABOUT BUILDING A CAREER ANYMORE; IT'S ABOUT BUILDING A FUTURE FOR MY FAMILY.”



they've built a life in Wicker Park, a neighborhood they love for its vibrant community and charm. When they're not working, they enjoy exploring the area—everything from visiting art galleries to discovering new restaurants. Patrick and Sumer's shared love for art and design reflects their ability to blend creativity with practicality.

Patrick credits his entrepreneurial mindset to the values instilled in him as a first-generation American of Assyrian descent. Growing up in a family where his father and uncles were all small business owners, Patrick learned the importance of hard work, independence, and creating something of his own.

Patrick's family moved frequently when he was a child, first living in Skokie, then Glenview, Des Plaines, Niles, Lincolnwood, and finally, Chicago. From a young age, Patrick put those family lessons into action, flipping cars on Craigslist and eBay as a teenager. “That gave me





a tough skin and helped me gain confidence for negotiating,” he recalls. “In my experience, if your product is good, your age doesn’t matter. People will still buy.”

These early lessons, combined with his education and professional experience, have shaped Patrick into the leader he is today.

Looking to the future, Patrick is focused on evolving his business to meet the changing needs of his clients. As many of them will start families, he plans to tailor his services to reflect their new priorities. At the same time, he’s exploring new marketing strategies for 2025, always seeking innovative

ways to strengthen relationships and improve client experiences.

“Growing with your clients in this business and being a part of major chapters in their lives is amazing. From helping them find their first apartment, to helping them buy their first home, to seeing many clients now enter into relationships and have kids around the same time as me, and needing more space to build their families, has been a joy to see and help them with.”

For Patrick, success is defined by balance. “It’s about running a business that needs to be maintained and grown while still being present and available for family and friends,”

he says. It’s this philosophy that keeps him grounded and drives his commitment to excellence in both his personal and professional lives.

As Patrick reflects on his journey, one thing is clear: his growth as an agent, a leader, and a father is a testament to his vision and perseverance, as well as the entrepreneurial spirit that was passed down to him through the generations. Whether mentoring his team, empowering clients, or spending time with his family, Patrick approaches every chapter of his life with purpose and integrity—a true builder of homes, relationships, communities, and a legacy for the future.



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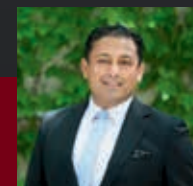


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James Gurick

Forged with the Will to Succeed

BY CHRIS MENEZES • PHOTOS BY CALEB PICKMAN

James Gurick's journey into real estate is one defined by resilience, determination, and an unwavering commitment to personal growth. Starting his career as a REALTOR® in January 2021, James brought with him a wealth of experience and a mindset forged by overcoming significant life challenges.

At the age of sixteen, James faced one of the biggest battles of his life: he was diagnosed with cancer. This experience, while incredibly challenging, taught him invaluable lessons about mental toughness, grit, and the importance of fighting for what you believe in.

"Going through cancer at such a young age changed my perspective on life. It taught me to be grateful for every day and to always keep pushing forward, no matter the obstacles," James shares.

This mentality didn't just help James survive cancer, but it also propelled him to achieve great things. He became part of two NCAA Men's Lacrosse National Championship teams; authored *Just a Thought*, a number-one best-selling book on Amazon; and consistently applied these lessons to his professional life.

Another pivotal moment in James's life was the unexpected loss of his father. The lessons his father imparted during James's upbringing had a profound impact on how he approaches both life and work. "My father was always there for me, even though we didn't have much [financially] growing up. Losing him was incredibly hard, but it made me reflect deeply on everything he taught me," James shares.

Now, as a father himself, James views his father's teachings through a new lens. "I've realized that the lessons he taught me are even more powerful now that I'm a father. They guide how I carry myself every day, how I look out for others, and how I push myself to be more than I am," he says. This experience has helped define who James is today, both as a father and as a real estate professional.

Before diving into real estate, James owned a company that focused on coaching, training, and mentoring youth. He was also a motivational speaker,

driven by a passion for helping others. However, as his life goals began to shift—especially after getting engaged and starting a family—James realized that he needed a career that was both scalable and sustainable for the long-term.

“Real estate provided me with the opportunity to continue helping others while also supporting my family. I’ve always loved looking at different homes and working with people, so becoming a REALTOR® just made sense,” he explains.

James is particularly passionate about the evolving real estate industry. He thrives on the changes happening within the sector and sees them as opportunities to adapt and find new solutions for his clients. “The industry is always changing and that’s exciting to me. It drives me to stay on top of trends and to continually find ways to better serve my clients,” he says.

For James, more than closing deals, the most rewarding part of his career is building lasting relationships with his clients. These connections go

beyond the transactional, and they reflect the values he learned from his parents, which include always finding ways to give others a better life.

Outside of real estate, James is a devoted husband and father. His wife, Negeen Masghati, is the vice president and designated managing broker of the Baird & Warner Lincoln Park office, and together, they prioritize family time, whether it’s exploring parks and museums with their two-year-old son, Donovan, or simply enjoying each other’s company. “Spending time with my son is incredibly important to me. I want him to know that I’m always present and there for him,” James emphasizes.

Fitness also plays a crucial role in James’s life. “Going to the gym as a way to relax might sound counterintuitive, but it helps me clear my mind and reset,” he says.

For those just starting in the real estate industry, James offers simple but powerful advice: “Surround yourself with the right people. Find



“The industry is always changing and that’s exciting to me.”



successful agents who are willing to help you navigate your career. Their guidance can make all the difference.”

James Gurick’s journey is a testament to the power of resilience, the importance of personal connections, and the relentless pursuit of growth—both personally and professionally. As he continues to build his real estate career in Chicago, his story serves as an inspiration to others facing their own challenges, proving that with the right mindset, anything is possible.



James with his family.

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MY FAVORITE TYPE OF BAGEL IS...

January 15 marks **National Bagel Day**, a delicious celebration of one of the world's most iconic breakfast staples. Whether you love them plain, toasted, smeared with cream cheese, or stacked with all the toppings, bagels bring people together over their chewy goodness. This year, it's all about savoring the joy of sharing bagels, trying out creative recipes, and supporting the local bakeries that keep this tradition alive. But here's the twist—what's the go-to bagel choice for the *Chicago Real Producers* community? Let's find out!



Laura England

Compass

My favorite type of bagel is a sesame bagel.



Melissa Lopez

Real Producers

My favorite type of bagel is an asiago cheese bagel.



Amber Kardosh

@properties

My favorite type of bagel is a gluten free bagel



Vincent Anzalone

Dream Town Realty

My favorite type of bagel is a toasted everything bagel.



James D'Astice

Compass

My favorite type of bagel is the cacio e pepe bagel with truffle cream cheese from Salt Spoon.



Eugene Fu

@properties

My favorite type of bagel is a pumpernickel bagel.



Riz Gilani

Dream Town Realty

My favorite type of bagel is a salt bagel.



Giancarlo Bargioni

Dream Town Realty

My favorite type of bagel is a plain bagel.



Michael Rosenblum

Berkshire Hathaway

My favorite type of bagel is an everything bagel.



Sara McCarthy

Keller Williams ONEChicago

My favorite type of bagel is a toasted cinnamon raisin bagel with peanut butter.



Melanie Giglio

Compass

My favorite type of bagel is an onion bagel.



Cindi Sodolski

Compass

My favorite type of bagel is a sesame bagel.



Scott Fishman

Fishman Group

My favorite type of bagel is an egg bagel.

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KAVAN HOFF



HOOSIER
Broker

BY LAUREN YOUNG
PHOTOS BY LARISSA KRYSIEK

“I was stuck behind a desk in front of three screens for the first eight years of my professional life,” says REALTOR® Kavan Hoff of @properties’ Grossman Group. “Now my ‘work’ day consists of walking through beautiful homes with new people every day. It’s the biggest blessing and something I will never take for granted.”

Growing up in the small town of Rochester, Indiana (population 6,000), Kavan’s appreciation for architecture and community started on the tree-lined streets of his childhood. “I grew up in an old Victorian home, and family trips to Indianapolis for Colts games meant driving past historic mansions on Meridian Street,” Kavan recalls. “We’d spend the drive picking out our favorite homes and imagining the stories behind them.”

Kavan left Rochester for the slightly larger small town of Oxford, Ohio, to attend Miami University and then to Chicago in 2010. The jump from smaller towns to a metropolis reopened his fascination with architecture. Living in Lincoln Park, he would walk past many iconic Chicago homes. That’s when he began to envision a future in real estate.

But the fruition of this dream wasn’t immediate. For eight years, Hoff worked in a customer sales role at Command Transportation, a logistics company, and stayed on after it was acquired by Echo Global Logistics. It was a career that taught him invaluable skills, including negotiation, customer service, and adaptability.

“One moment I’d be on the phone with a C-level executive at a Fortune 500 company, and the next, a truck driver stranded somewhere in Middle America,” he adds. “My job allowed me to connect with people from all walks of life.” Despite his professional success, Kavan felt something was missing. “I was very appreciative for the experience and lifestyle the job afforded me, but I knew I wasn’t passionate about my work,” he admits. “I wanted to wake up feeling excited every day.”

Kavan purchased his first investment property in April 2015, and the process reignited his love for real estate. In June 2018, he made the bold decision to leave his corporate career and pursue real estate full-time. By November of that same

year, he was officially a REALTOR®, ready to take on the challenges of Chicago’s competitive market.

Starting from scratch in a new industry wasn’t easy, and he was banking on the network of people he had made over the previous eight years. “A lot of REALTORS® in Chicago grew up here and had established connections from day one,” Kavan explains. “I had to build my network from the ground up.”

Kavan leaned on his Midwestern work ethic, professional background, and sheer determination. He credits his success to always putting his clients first, always ensuring they feel informed and supported throughout the buying or selling process.

“Because real estate transactions can be stressful, I make myself available 24/7 for my clients. Whether it’s Saturday morning or midnight on a weekday, I’m there to help,” Kavan says. “When clients tell me the process was fun and enjoyable, I find that most rewarding.”

His commitment has definitely paid off: today Hoff is recognized for his ability to balance optimism with professionalism. He’s also become





deeply involved in his adopted city, supporting local businesses and exploring the vibrant neighborhoods with his friends and family.

“Walking through Old Town and Lincoln Park never gets old,” Kavan says. “The architecture, the energy, the people—it’s all part of what makes Chicago my favorite city in the world.”

Though his professional life keeps him busy, Kavan prioritizes time with his family. His parents, who instilled in him their values of hard work and compassion, remain his greatest inspiration.

“My dad built a successful medical practice, and my mom ran our family’s other businesses while creating the most loving home. But neither one ever missed a single meaningful event in my life or important milestone,” he says. “They showed me the kind of life that balance and dedication can provide.”

For Kavan, real estate has become his lifelong pursuit. His goals include expanding his portfolio of investment properties, helping more clients navigate their own transitions, and continuing to grow in a career he genuinely loves.

“Success used to mean a specific number to me,” he admits. “Now, it’s about freedom and quality of life.”

Kavan’s passion is evident in every transaction, every conversation, and every home he helps his clients find. “Helping people through one of the most significant moments of their lives is an



honor,” he says. “Whether it’s a starter home, a place for a growing family, or a condo for people who are ready to downsize, I’m here to help guide them.”

Looking back on his journey—from being an admirer of old Victorian homes

in Hoosier country to a thriving real estate professional in Chicago—Kavan is both proud and grateful.

“I live in one of the greatest cities in the world, doing what I love,” he adds. “That’s a dream come true.”



“Now my ‘work’ day consists of walking through beautiful homes with new people every day. It’s the biggest blessing and something I will never take for granted.”

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1	Matt	Laricy	178.5	\$91,146,900	236.5	\$126,448,403	415	\$217,595,303
2	Jeffrey	Lowe	105	\$136,337,804	49	\$56,218,800	154	\$192,556,604
3	Emily	Sachs Wong	70	\$109,323,822	44	\$61,516,114	114	\$170,839,936
4	Grigory	Pekarsky	34	\$18,932,038	308.5	\$151,792,959	342.5	\$170,724,996
5	Carrie	McCormick	69.5	\$92,818,750	31.5	\$52,335,746	101	\$145,154,496
6	Leigh	Marcus	95	\$68,690,752	41	\$30,992,750	136	\$99,683,502
7	Alexandre	Stoykov	25	\$13,139,755	169.5	\$82,717,084	194.5	\$95,856,839
8	Susan	Miner	12.5	\$34,842,500	13	\$53,749,000	25.5	\$88,591,500
9	Benyamin	Lalez	32	\$16,474,068	148	\$71,361,700	180	\$87,835,768
10	Michael	Horwitz	18	\$13,944,900	100	\$63,260,950	118	\$77,205,850
11	Timothy	Salm	27	\$62,479,500	6	\$11,080,500	33	\$73,560,000
12	Timothy	Sheahan	33	\$51,542,438	21	\$21,629,085	54	\$73,171,523
13	Nancy	Tassone	26	\$65,446,500	2	\$5,700,000	28	\$71,146,500
14	Chezi	Rafaelli	34	\$37,343,000	20	\$23,946,000	54	\$61,289,000
15	Mark	Icuss	17	\$37,252,888	14.5	\$23,251,945	31.5	\$60,504,833
16	Jill	Silverstein	29	\$21,950,000	29.5	\$34,129,872	58.5	\$56,079,872
17	Jason	O'Beirne	45	\$45,421,962	18	\$10,597,000	63	\$56,018,962
18	Sophia	Klopa	28	\$20,837,159	39	\$32,526,950	67	\$53,364,109
19	Joanne	Nemerovski	18	\$30,379,000	15	\$22,684,000	33	\$53,063,000
20	Brad	Lippitz	31.5	\$29,429,475	31.5	\$23,129,999	63	\$52,559,474
21	Jennifer	Ames	21	\$23,692,870	14	\$28,864,900	35	\$52,557,770
22	Mario	Greco	57	\$32,757,348	30	\$19,332,250	87	\$52,089,598
23	Daniel	Glick	33.5	\$34,189,400	16.5	\$15,934,500	50	\$50,123,900
24	Danielle	Dowell	26	\$22,437,924	34	\$27,379,700	60	\$49,817,624
25	Julie	Busby	39.5	\$26,035,211	29	\$22,264,195	68.5	\$48,299,406
26	Ryan	Preuett	21.5	\$31,595,250	14.5	\$16,496,500	36	\$48,091,750
27	Katharine	Waddell	30	\$22,675,200	30	\$25,235,900	60	\$47,911,100
28	William	Goldberg	27	\$27,253,900	21.5	\$18,119,015	48.5	\$45,372,915
29	Hayley	Westhoff	26.5	\$20,014,750	28	\$24,373,500	54.5	\$44,388,250
30	Philip	Skowron	21	\$28,434,995	4	\$15,773,256	25	\$44,208,251
31	Sam	Shaffer	14.5	\$8,863,088	53	\$34,959,966	67.5	\$43,823,053
32	Darrell	Scott	15	\$8,762,550	44	\$33,639,725	59	\$42,402,275
33	Jennifer	Mills	20	\$28,227,966	11.5	\$14,169,495	31.5	\$42,397,461
34	Elias	Masud	31	\$18,961,250	39.5	\$22,877,001	70.5	\$41,838,251

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Daniel	Close	20.5	\$15,537,748	39.5	\$25,856,862	60	\$41,394,610
36	Eugene	Fu	11.5	\$11,643,611	44	\$29,720,800	55.5	\$41,364,411
37	Nicholaos	Voutsinas	29	\$14,884,000	35	\$26,460,500	64	\$41,344,500
38	Melissa	Siegal	26	\$17,389,250	32	\$23,550,125	58	\$40,939,375
39	Debra	Dobbs	18	\$14,102,500	27.5	\$26,620,300	45.5	\$40,722,800
40	Karen	Biazar	30.5	\$22,261,222	32.5	\$17,584,300	63	\$39,845,522
41	Leila	Zammatta	17.5	\$34,275,504	3	\$4,983,000	20.5	\$39,258,504
42	Lauren	Mitrick Wood	18	\$10,720,350	42	\$27,609,453	60	\$38,329,803
43	Millie	Rosenbloom	24	\$28,259,535	8	\$9,535,000	32	\$37,794,535
44	Nadine	Ferrata	36.5	\$26,494,750	18.5	\$11,169,400	55	\$37,664,150
45	Layching	Quek	24	\$11,260,500	35	\$26,273,200	59	\$37,533,700
46	James	D'Astice	19.5	\$11,337,850	48.5	\$26,122,877	68	\$37,460,727
47	Michael	Rosenblum	22	\$25,531,492	6	\$10,625,000	28	\$36,156,492
48	Owen	Duffy	37.5	\$29,011,202	13	\$6,597,300	50.5	\$35,608,502
49	Kelly	Parker	11	\$7,651,250	37	\$27,462,075	48	\$35,113,325
50	Dawn	McKenna	18.5	\$18,292,000	15.5	\$16,590,375	34	\$34,882,375

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.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to November 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amanda	McMillan	31.5	\$21,740,000	14	\$12,463,650	45.5	\$34,203,650
52	Sam	Jenkins	19	\$24,162,000	7	\$7,580,000	26	\$31,742,000
53	Tommy	Choi	21.5	\$12,439,200	23.5	\$18,611,650	45	\$31,050,850
54	Bradley	Brondyke	25	\$28,523,638	1	\$2,437,500	26	\$30,961,138
55	Melanie	Everett	15.5	\$8,668,950	39	\$21,480,000	54.5	\$30,148,950
56	Juliana	Yeager	13	\$13,189,950	23.5	\$16,438,500	36.5	\$29,628,450
57	Melanie	Giglio	16.5	\$15,164,750	23.5	\$14,434,998	40	\$29,599,748
58	Kevin	Hinton	12.5	\$6,730,950	42	\$22,768,100	54.5	\$29,499,050
59	Rafay	Qamar	45.5	\$16,628,399	31.5	\$12,505,134	77	\$29,133,533
60	Karen	Schwartz	17	\$12,159,500	23	\$16,859,220	40	\$29,018,720
61	Kathleen	Malone	13.5	\$16,002,500	15	\$12,380,000	28.5	\$28,382,500
62	Hadley	Rue	25	\$21,037,625	11	\$7,186,900	36	\$28,224,525
63	Alex	Wolking	16	\$11,929,000	21	\$16,273,000	37	\$28,202,000
64	Keith	Brand	27	\$15,064,839	30	\$13,109,000	57	\$28,173,839
65	Camille	Canales	7.5	\$3,625,500	43.5	\$23,893,200	51	\$27,518,700
66	Nicholas	Colagiovanni	18	\$16,884,500	11	\$10,523,825	29	\$27,408,325
67	Steve	Dombar	6.5	\$2,981,250	36	\$24,193,500	42.5	\$27,174,750
68	Linda	Levin	18	\$16,403,995	8	\$10,329,900	26	\$26,733,895
69	Barbara	O'Connor	17	\$11,199,000	22	\$15,452,450	39	\$26,651,450
70	Ivona	Kutermankiewicz	17.5	\$16,614,700	11.5	\$10,010,000	29	\$26,624,700
71	Bari	Levine	21	\$12,607,268	16	\$13,787,467	37	\$26,394,735
72	Ioannis	Floros	14.5	\$6,295,900	36	\$20,087,050	50.5	\$26,382,950
73	Margaret	Baczkowski	21	\$17,958,501	9	\$8,213,400	30	\$26,171,901
74	Stacey	Dombar	28.5	\$13,357,500	13	\$12,019,000	41.5	\$25,376,500
75	Brad	Zibung	24.5	\$12,520,000	20	\$12,839,400	44.5	\$25,359,400
76	Michael	Maier	33.5	\$16,359,162	16	\$8,617,750	49.5	\$24,976,912
77	Susan	O'Connor	12	\$9,862,700	10	\$14,871,000	22	\$24,733,700
78	Lance	Kirshner	17.5	\$9,051,450	27.5	\$15,515,995	45	\$24,567,445
79	Scott	Curcio	34	\$16,282,700	17	\$8,243,401	51	\$24,526,101
80	Brian	Moon	16.5	\$9,153,622	15	\$14,686,250	31.5	\$23,839,872
81	Lucas	Blahnik	12	\$13,234,060	14	\$10,587,500	26	\$23,821,560
82	Michael	Shenfeld	13	\$11,781,500	15.5	\$11,711,068	28.5	\$23,492,568
83	Deborah	Ballis Hirt	13	\$8,743,750	16	\$14,696,750	29	\$23,440,500
84	Michael	Hall	23	\$14,905,300	11	\$8,510,000	34	\$23,415,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Roman	Patzner	6	\$4,351,500	19	\$18,926,400	25	\$23,277,900
86	Rubina	Bokhari	7.5	\$9,061,600	9	\$14,074,350	16.5	\$23,135,950
87	Alishja	Ballard	16	\$8,914,500	23	\$14,179,000	39	\$23,093,500
88	Leslie	Glazier	15	\$13,344,500	11	\$9,715,000	26	\$23,059,500
89	Todd	Szwajkowski	15	\$8,725,550	24.5	\$14,091,329	39.5	\$22,816,879
90	Chris	Gomes	11.5	\$7,647,500	16	\$14,601,500	27.5	\$22,249,000
91	Megan	Tirpak	13.5	\$15,734,000	6	\$6,220,000	19.5	\$21,954,000
92	Ian	Schwartz	12.5	\$9,312,000	12	\$12,519,499	24.5	\$21,831,499
93	Brian	Pistorius	10	\$9,574,000	19	\$12,164,750	29	\$21,738,750
94	D	Waveland Kendt	16.5	\$12,261,617	12	\$9,372,350	28.5	\$21,633,967
95	Staci	Slattery	28	\$21,122,972	1	\$476,500	29	\$21,599,472
96	Colin	Hebson	12	\$12,128,500	13.5	\$9,200,852	25.5	\$21,329,352
97	Michael	Olszewski	95	\$19,369,886	3	\$1,954,750	98	\$21,324,636
98	Mark	Keppy	23	\$14,749,100	13	\$6,506,705	36	\$21,255,805
99	Patrick	Shino	6	\$3,294,400	38	\$17,959,000	44	\$21,253,400
100	Dennis	Huyck	16.5	\$10,333,000	14	\$10,848,500	30.5	\$21,181,500

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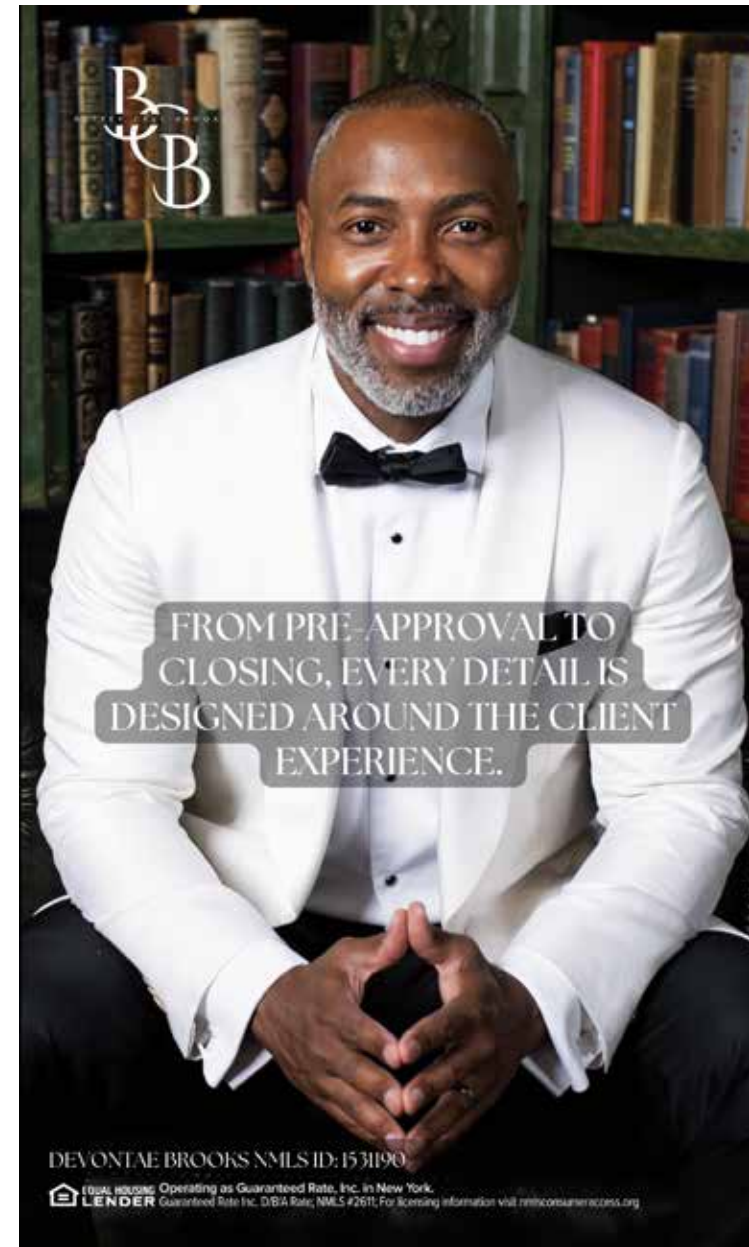
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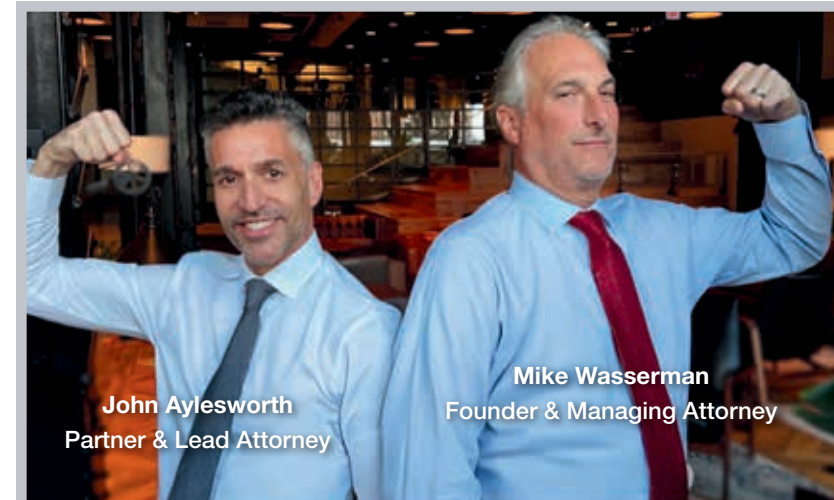
TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to November 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stephanie	Cutter	27	\$13,247,050	21	\$7,856,721	48	\$21,103,771
102	Qiankun	Chen	22	\$8,120,777	31	\$12,713,400	53	\$20,834,177
103	Brady	Miller	18	\$7,289,800	31	\$13,322,600	49	\$20,612,400
104	Molly	Sundby	16.5	\$20,581,250	0	\$0	16.5	\$20,581,250
105	Jeffrey	Herbert	8	\$4,552,000	24.5	\$15,850,600	32.5	\$20,402,600
106	Katherine	Malkin	0	\$0	3	\$20,187,500	3	\$20,187,500
107	Danny	Lewis	10.5	\$5,512,000	20	\$14,469,325	30.5	\$19,981,325
108	Robert	Sullivan	16	\$14,057,750	10	\$5,848,500	26	\$19,906,250
109	Cory	Tanzer	28	\$13,133,500	17	\$6,718,997	45	\$19,852,497
110	Sara	McCarthy	9	\$4,946,750	21.5	\$14,846,400	30.5	\$19,793,150
111	Benjamin	Lissner	8.5	\$3,373,000	29	\$16,243,500	37.5	\$19,616,500
112	Pasquale	Recchia	13.5	\$7,845,500	12	\$11,757,207	25.5	\$19,602,707
113	Vincent	Anzalone	12	\$10,416,490	14	\$8,989,000	26	\$19,405,490
114	Cadey	O'Leary	8	\$9,441,500	7	\$9,749,000	15	\$19,190,500
115	Stefanie	Lavelle	19	\$11,989,000	12	\$7,184,500	31	\$19,173,500
116	Adam	Zenullahi	13	\$4,678,900	25	\$14,490,500	38	\$19,169,400
117	Mike	Larson	6	\$7,907,500	8	\$11,177,668	14	\$19,085,168
118	Cornelis	Hoogstraten	2	\$1,349,000	19	\$17,728,150	21	\$19,077,150
119	Leopoldo	Gutierrez	8	\$2,550,600	35	\$16,478,200	43	\$19,028,800
120	Scott	Berg	37	\$18,836,199	0	\$0	37	\$18,836,199
121	Boris	Lehtman	17	\$16,032,000	5.5	\$2,776,450	22.5	\$18,808,450
122	James	Sheehan	15	\$12,495,795	6	\$6,220,000	21	\$18,715,795
123	Santiago	Valdez	17.5	\$5,912,276	28.5	\$12,621,500	46	\$18,533,776
124	Marc	Zale	2	\$2,290,000	21	\$16,156,500	23	\$18,446,500
125	Meg	Daday	16	\$7,674,271	16	\$10,753,250	32	\$18,427,521
126	Maria	Casciaro	7	\$9,182,826	10	\$8,991,000	17	\$18,173,826
127	Jacob	Reiner	19	\$7,760,400	27	\$10,313,200	46	\$18,073,600
128	Nathan	Binkley	11	\$7,763,500	13	\$10,183,900	24	\$17,947,400
129	Ali	Bakir	5	\$2,042,000	16	\$15,180,500	21	\$17,222,500
130	Ashley	Cox	14.5	\$8,369,000	13.5	\$8,813,338	28	\$17,182,338
131	Salvador	Gonzalez	22	\$7,060,400	34.5	\$9,940,300	56.5	\$17,000,700
132	Kimber	Galvin	7.5	\$5,722,750	14	\$11,086,500	21.5	\$16,809,250
133	Stephanie	Loverde	14	\$6,957,300	16	\$9,697,900	30	\$16,655,200
134	Beata	Gaska	13	\$12,490,234	5	\$4,015,000	18	\$16,505,234

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Justin	Lucas	13	\$8,088,000	10	\$8,416,767	23	\$16,504,767
136	Daniel	Spitz	14	\$8,929,750	10	\$7,483,400	24	\$16,413,150
137	R. Matt	Leutheuser	3.5	\$12,855,000	4	\$3,490,000	7.5	\$16,345,000
138	Adele	Lang	7.5	\$5,066,000	20.5	\$11,195,250	28	\$16,261,250
139	Patrick	Teets	12	\$14,349,000	1	\$1,800,000	13	\$16,149,000
140	Jennifer	Liu	19	\$15,628,700	2	\$520,000	21	\$16,148,700
141	Ryan	Cherney	31	\$12,269,888	2	\$3,850,000	33	\$16,119,888
142	Michael	Yeagle	11	\$12,913,000	4	\$3,108,000	15	\$16,021,000
143	Theodora	Jordan	9.5	\$6,087,500	12	\$9,922,126	21.5	\$16,009,626
144	Kathryn	Barry	14.5	\$7,758,000	14.5	\$8,218,000	29	\$15,976,000
145	Steven	Powers	13	\$8,264,500	7	\$7,632,500	20	\$15,897,000
146	Kate	Gaffey	6.5	\$3,058,750	19.5	\$12,800,900	26	\$15,859,650
147	Dan	Nelson	4	\$2,531,750	26	\$13,301,850	30	\$15,833,600
148	Deborah	Hess	7.5	\$4,255,150	23.5	\$11,553,850	31	\$15,809,000
149	Michael	Saladino	19	\$6,323,500	21.5	\$9,471,685	40.5	\$15,795,185
150	Michael	Greco	11	\$6,712,500	16	\$9,036,000	27	\$15,748,500

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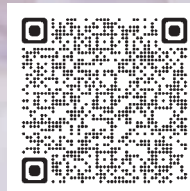
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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to November 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Nicholas	Apostal	12	\$10,286,000	10	\$5,288,000	22	\$15,574,000
152	Naja	Morris	24	\$9,248,775	12.5	\$6,240,100	36.5	\$15,488,875
153	Rafael	Murillo	7.5	\$10,528,500	6	\$4,949,500	13.5	\$15,478,000
154	P Corwin	Robertson	9.5	\$15,457,741	0	\$0	9.5	\$15,457,741
155	Tony	Mattar	2.5	\$2,929,000	22	\$12,457,825	24.5	\$15,386,825
156	Elena	Theodoros	14	\$9,996,847	6	\$5,369,500	20	\$15,366,347
157	Elizabeth	Lothamer	4	\$1,970,096	21.5	\$13,389,000	25.5	\$15,359,096
158	Meredith	Manni	6	\$9,736,500	4	\$5,595,000	10	\$15,331,500
159	Lindsey	Richardson	20	\$9,848,250	11	\$5,436,700	31	\$15,284,950
160	Jacob	Tasharski	9.5	\$6,110,500	11	\$9,150,000	20.5	\$15,260,500
161	Jeanne	Martini	4.5	\$15,228,000	0	\$0	4.5	\$15,228,000
162	Jeremiah	Fisher	8	\$4,122,000	17	\$10,955,749	25	\$15,077,749
163	Tiffany	Bishop	9	\$14,953,190	0	\$0	9	\$14,953,190
164	Kathryn	Schrage	17	\$8,431,400	14	\$6,432,888	31	\$14,864,288
165	Paul	Gorney	4	\$4,710,000	7	\$10,127,502	11	\$14,837,502
166	Mario	Barrios	5	\$2,717,500	20	\$11,998,500	25	\$14,716,000
167	Tyler	Stallings	8.5	\$5,651,200	14	\$8,940,500	22.5	\$14,591,700
168	Guido	Piunti	2.5	\$1,186,500	20	\$13,328,402	22.5	\$14,514,902
169	Melissa	Edidin	8	\$6,235,380	7	\$8,175,000	15	\$14,410,380
170	Camie	Cirrincone	15.5	\$5,295,800	17	\$9,046,900	32.5	\$14,342,700
171	Wade	Marshall	7.5	\$7,335,000	8	\$6,999,500	15.5	\$14,334,500
172	Neringa	Northcutt	4	\$5,360,000	10	\$8,971,500	14	\$14,331,500
173	Steven	Jurgens	7.5	\$7,992,300	6	\$6,300,900	13.5	\$14,293,200
174	Tiffeny	Meyers	11.5	\$4,595,000	23.5	\$9,594,600	35	\$14,189,600
175	Leonardo	Rojas	5	\$1,500,000	31	\$12,671,500	36	\$14,171,500
176	Nicole	Hajdu	14.5	\$5,842,400	19.5	\$8,325,100	34	\$14,167,500
177	Charles	Gullett	12.5	\$7,562,000	9	\$6,563,000	21.5	\$14,125,000
178	Shay	Hata	7.5	\$4,096,954	15.5	\$10,027,912	23	\$14,124,866
179	Michael	Scanlon	9	\$3,074,825	19	\$11,029,500	28	\$14,104,325
180	Ryan	Huyler	11	\$9,999,000	6.5	\$4,102,500	17.5	\$14,101,500
181	India	Whiteside	8	\$7,321,500	7	\$6,773,150	15	\$14,094,650
182	Lisa	Kalous	5	\$4,482,500	13	\$9,594,300	18	\$14,076,800
183	Ronda	Fish	8	\$9,470,000	5	\$4,606,000	13	\$14,076,000
184	Davia	Lipscher	11	\$6,853,750	15	\$7,218,500	26	\$14,072,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Gail	Spreen	32	\$12,232,750	7	\$1,834,500	39	\$14,067,250
186	Robin	Phelps	10	\$5,892,500	13	\$8,166,400	23	\$14,058,900
187	Jennifer	Romolo	3.5	\$1,303,600	22	\$12,687,000	25.5	\$13,990,600
188	Katie	Hutchens	9	\$9,705,500	3	\$4,265,000	12	\$13,970,500
189	Diana	Grinnell	12	\$7,680,000	8	\$6,259,000	20	\$13,939,000
190	Jacqueline	Alter	18	\$8,193,500	16	\$5,715,400	34	\$13,908,900
191	Amy	Duong	6.5	\$3,617,250	16.5	\$10,218,400	23	\$13,835,650
192	Marzena	Frausto	11	\$4,857,786	16	\$8,946,099	27	\$13,803,885
193	Azeem	Khan	3	\$9,141,999	2	\$4,629,500	5	\$13,771,499
194	Andrew	Glatz	16	\$7,916,770	10	\$5,832,770	26	\$13,749,540
195	Nick	Kluding	4	\$3,595,000	9	\$10,067,000	13	\$13,662,000
196	Anthony	Madonia	8	\$6,488,400	6	\$7,135,400	14	\$13,623,800
197	Zachary	Koran	15	\$8,297,700	9	\$5,319,500	24	\$13,617,200
198	Eamonn	Stafford	22	\$8,798,200	18	\$4,769,050	40	\$13,567,250
199	Michael	McGuinness	9	\$4,660,333	19	\$8,840,999	28	\$13,501,332
200	David	Betancourt	9	\$3,826,000	21	\$9,613,900	30	\$13,439,900

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to November 30, 2024


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Melanie	Carlson	11.5	\$6,627,500	10	\$6,806,300	21.5	\$13,433,800
202	Kristin	Gonnella	7	\$3,993,709	16	\$9,433,686	23	\$13,427,395
203	Rizwan	Gilani	10	\$4,265,750	14.5	\$9,153,950	24.5	\$13,419,700
204	K.C.	Lau	6.5	\$4,229,750	10	\$9,158,500	16.5	\$13,388,250
205	James	Demarco	9	\$4,655,500	14	\$8,682,200	23	\$13,337,700
206	John	Grafft	11.5	\$9,978,300	3	\$3,350,000	14.5	\$13,328,300
207	Elizabeth	Caya	7	\$4,043,000	18	\$9,274,900	25	\$13,317,900
208	Ken	Jungwirth	11	\$3,911,000	10	\$9,368,000	21	\$13,279,000
209	Richard	Kasper	9.5	\$6,863,575	10.5	\$6,383,500	20	\$13,247,075
210	Olin	Eargle	7	\$3,799,025	14	\$9,435,750	21	\$13,234,775
211	Cynthia	Sodolski	8	\$6,035,550	9	\$7,193,500	17	\$13,229,050
212	Vikas	Wadhwa	7.5	\$5,931,750	8	\$7,290,500	15.5	\$13,222,250
213	Arianna	Esper	11	\$9,591,200	6	\$3,619,435	17	\$13,210,634
214	Lawrence	Dunning	12	\$6,457,000	14	\$6,740,500	26	\$13,197,500
215	Patrick	O'Brien	9	\$4,852,700	7	\$8,343,026	16	\$13,195,726
216	Chloe	Ifergan	12.5	\$7,376,800	7	\$5,754,000	19.5	\$13,130,800
217	Erin	Mandel	7.5	\$9,011,875	3	\$4,099,800	10.5	\$13,111,675
218	Karl	Vogel	12	\$7,871,900	6	\$5,232,000	18	\$13,103,900
219	Edward	Grochowiak	10	\$5,430,850	15	\$7,643,400	25	\$13,074,250
220	Iryna	Dzhudzhuk	2	\$431,000	25	\$12,634,400	27	\$13,065,400
221	Frank	Montro	39.5	\$9,376,044	21	\$3,683,624	60.5	\$13,059,668
222	Chris	McComas	10	\$6,581,450	5	\$6,441,000	15	\$13,022,450
223	Eudice	Fogel	7	\$5,468,750	9	\$7,547,400	16	\$13,016,150
224	Daniel	Straus	11	\$12,570,873	1	\$430,000	12	\$13,000,873
225	Iris	Kohl	7	\$5,116,000	12	\$7,881,000	19	\$12,997,000
226	Pablo	Galarza	25.5	\$7,953,450	22.5	\$5,042,050	48	\$12,995,500
227	Cassandra	Bockman Hart	9	\$3,801,000	19	\$9,140,900	28	\$12,941,900
228	Qizhong	Guan	18	\$5,593,400	17	\$7,174,900	35	\$12,768,300
229	Rachel	Krueger	8	\$11,566,500	2	\$1,150,000	10	\$12,716,500
230	Bridget	Sheahan	10.5	\$11,302,500	0.5	\$1,407,250	11	\$12,709,750
231	Natasha	Motev	7.5	\$10,915,000	2	\$1,780,000	9.5	\$12,695,000
232	Rebecca	Sexson	12.5	\$6,209,000	11	\$6,376,999	23.5	\$12,585,999
233	Jodi	Slutzky	12	\$4,933,300	12	\$7,633,500	24	\$12,566,800
234	Lisa	Petrik	7	\$6,440,000	8	\$6,121,500	15	\$12,561,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Dominic	Irpino	17	\$5,974,800	12	\$6,511,900	29	\$12,486,700
236	Steven	Kehoe	10	\$5,013,018	8	\$7,444,400	18	\$12,457,418
237	Heather	Hillebrand	9.5	\$8,710,872	7	\$3,729,500	16.5	\$12,440,372
238	Xiaojing	Frost	6.5	\$2,885,018	13	\$9,542,500	19.5	\$12,427,518
239	Mark	Zipperer	22	\$9,180,500	11	\$3,244,250	33	\$12,424,750
240	Joelle	Cachey Hayes	5.5	\$5,191,875	5.5	\$7,222,500	11	\$12,414,375
241	Suzanne	Gignilliat	9	\$11,155,500	1	\$1,230,000	10	\$12,385,500
242	Anne	Rossley	12	\$6,325,500	6	\$6,052,500	18	\$12,378,000
243	Tere	Proctor	5	\$8,976,510	1	\$3,400,000	6	\$12,376,510
244	Jennifer	Riccolo Debower	9	\$5,717,100	11	\$6,641,100	20	\$12,358,200
245	Nancy	Huetteman	23.5	\$10,214,250	4	\$2,050,000	27.5	\$12,264,250
246	Robert	Yoshimura	18	\$7,703,500	8	\$4,523,500	26	\$12,227,000
247	Sarita	Scherpereel	5.5	\$2,134,500	13	\$10,086,737	18.5	\$12,221,237
248	Zachary	Redden	10	\$5,412,025	14	\$6,763,900	24	\$12,175,925
249	Jaime	Campos	7.5	\$2,632,575	16	\$9,473,500	23.5	\$12,106,075
250	Beau	Shirley	15	\$7,830,700	8	\$4,266,000	23	\$12,096,700

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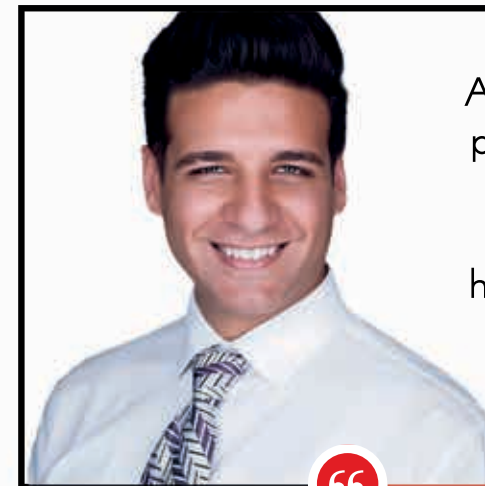
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