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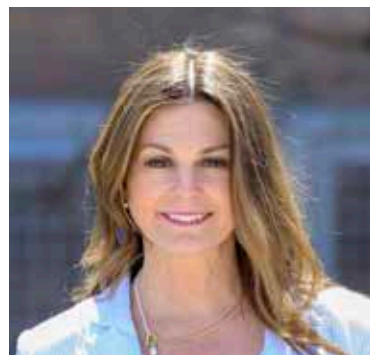


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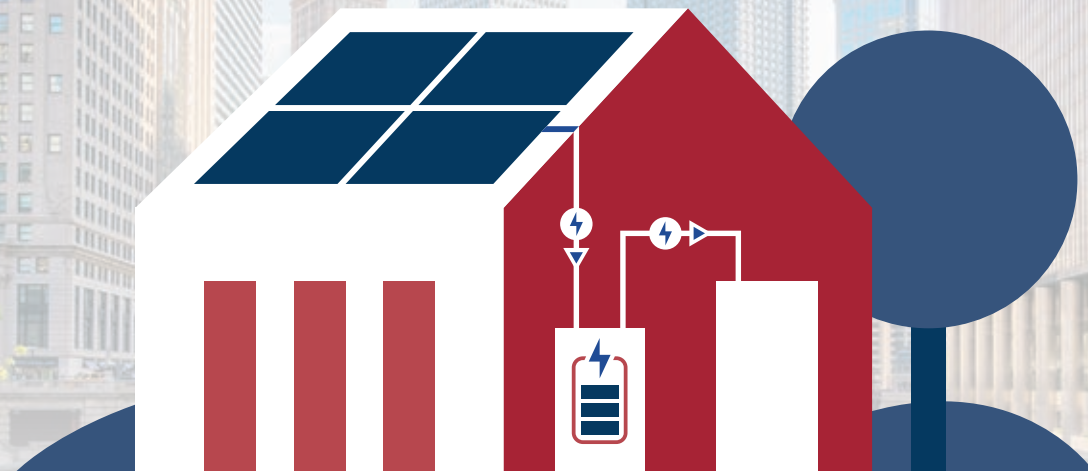
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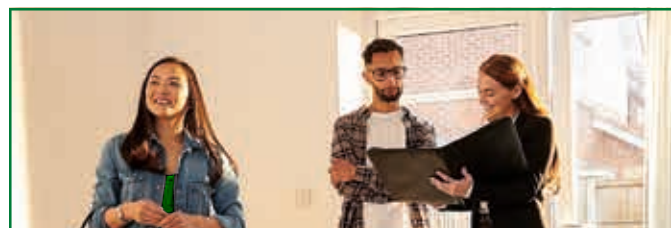
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PUBLISHER'S NOTE

Our family recently had the joy of attending the wedding of a longtime family friend. I honestly can't remember another time when Emily, the kids, and I were all dressed up together. It was one of those rare moments you want to freeze in time. I can already picture my wife and me, decades from now, saying, "Remember that wedding in 2025 when all the kids were still at home?" Hard to believe our oldest is about to get her driver's license!

We had a great time with many of you at our spring event at Swift Tavern in Wrigleyville last month. Just like with family, we're building memories here with our real estate community—moments we'll all look back on with gratitude. Many of you have shared how much this publication feels like a time capsule, capturing the spirit of our network over the past seven years and counting. I'm so thankful to be part of your journey and to have shared these moments with you.



Look for spring event photos in the July issue, and stay tuned for details about our fall gathering!

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Celebrating the *Journey*

KAREN
HOOD

BY CHRIS MENEZES • PHOTOS BY SONYA MARTIN



Karen and her family.

Karen Hood believes in celebrating life—the big wins, the quiet moments, and even the messy in-betweens. That philosophy threads through every part of her life, from parenting to real estate to karaoke nights with friends.

“Everything should be celebrated—good and bad,” she says. “That shows you’re really living.”

Before stepping into real estate, Karen spent two decades working in national cable advertising, most notably with HGTV. She joined the network when it was a small startup, long before it became a household name. Helping brands get

on the air during the early days of niche television was exciting. But eventually, the industry began to shift, and Karen found herself craving something different.

Her media career had roots in her first love: sports. At the University of Illinois, she majored in broadcast journalism with dreams of becoming a sportscaster. She landed internships that took her into press boxes and locker rooms, even interviewing White Sox players.

But while her passion for sports was strong, her desire to stay in Chicago ultimately led her to the media sales side of the business. There, she found her stride, combining her communication skills, natural charisma, and drive to build relationships—skills that would later become essential in real estate.

As Karen’s kids grew older and the advertising world began to change, so did her priorities. She wanted more flexibility, more presence, and more joy in her day-to-day life. “I was getting burned-out,” she shares. “My kids were getting older, and I wanted to be more present in their school life and activities.”

But what drew her to real estate was more than just its flexible schedule. Karen wanted to stay rooted in work that revolved around people and home—and real estate offered both. “I thought it would be great to become a Property Brother instead of selling the Property Brothers [on HGTV],” she says with a laugh.

So, she began taking night classes and meeting with agents, including Dennis Hyuck, who introduced her to @properties. Joining the team was a leap, but she was ready.

“Many people thought I was crazy for leaving such a lucrative career,” Karen says. “Plus, my marriage had ended, and I was going through a divorce, so there was a lot of uncertainty. But I

never wavered in my faith that I could create a successful business in real estate and provide for my family.”

And that’s exactly what she did. Leveraging her vast network, her concierge-style approach to customer service, and her natural ability to build meaningful relationships, Karen hit the ground running and closed over \$6 million in sales in her first year.

Much of Karen’s approach to life and business is rooted in how she was raised. Growing up in Lombard, the middle child in a lively, loving family, Karen learned the most from her dad—an old-school, South Side business owner who ran a meat-packing business. “He was a life force,” she says of him. “He taught me how to hustle and how to be authentic, but most importantly, he taught me to be kind, work hard, and to love everyone. And to not be afraid to express your love—that’s something I try to embody in both my family and my career.”

Today, home for Karen is in Bowmanville, just north of Lincoln Square, where she’s lived for twenty years. She shares that space with her teenage daughter, Abbi; their mini goldendoodle, Payton; and plenty of love and laughter. Her son, Ben, recently started college at Marquette University; and her partner, Jim, though they don’t live together, is a steady presence in her life. Together, they love cooking, playing golf, and catching live music.

Balance is something Karen values deeply. That balance often includes yoga on Sunday mornings, long walks along the lakefront, or peaceful weekends at her lake house in Michiana Shores, not far from New Buffalo, Michigan.

She also carves out time to give back. Each October, Karen leads a team of women in Habitat for Humanity’s Women Build initiative, raising funds and building alongside women in need of safe, affordable housing. Supporting women, especially those who are underserved, is very close to her heart.

Her advice to newer agents is simple: stay consistent, lean into what you love, and trust the process. “If you’re great at

“EVERYTHING SHOULD BE CELEBRATED—

good & bad
...THAT SHOWS YOU’RE REALLY LIVING.”

connecting with people, double down on that. If open houses are your thing, make them count. There’s no one right way—but you do have to show up.”

Through it all, what stands out about Karen is her authenticity. She shows up fully for her clients, her family, and her community. She leads with joy, puts in the work, and finds reasons to celebrate every step of the way.



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Leon Mann

with Home Advantage Inspections

PROMISE SILVER, DELIVER GOLD

BY LAUREN YOUNG
PHOTOS BY CALEB PICKMAN

“Promise silver, deliver gold,” says Leon Mann, owner of Home Advantage Inspections, LLC. “Inspections are a science, but explaining them is an art.”

This philosophy has been the foundation of his business—setting his team apart in an industry where clear communication is just as critical as technical expertise. Since his last feature in *Chicago Real Producers*, Leon’s company has experienced substantial growth, expanding its team to serve a wider geographic area.

“We’ve added inspectors to cover more ground,” he says. “Now, we can serve clients farther west and south without having to refer them elsewhere.” This strategic expansion ensures that more homebuyers and agents can benefit from the high level of service Leon’s company provides.

Along with its growth in numbers, Home Advantage Inspections has placed a strong emphasis on the continuous education and advanced certifications of the inspectors. Every inspector is encouraged to become licensed for radon testing in Illinois and to obtain mold certification, ensuring they can offer clients comprehensive evaluations.

“We’re always looking for ways to improve client experience,” Leon explains. “That means giving our team the tools and training they need to provide thorough, knowledgeable inspections.”

Leon understands that a good inspector must be more than technically proficient—they must also be an effective communicator.

“We look for people who have construction experience combined with some form of customer service expertise, such as working in restaurants. “[That’s important because] It’s one thing to know buildings, but it’s another to connect

with people and make them feel secure in their investment.”

This dedication to both technical expertise and client service is what has solidified Home Advantage Inspections as a trusted resource for REALTORS® and their clients. Leon and his team often go above and beyond to support agents—from answering last-minute questions on walkthroughs to providing same-day inspections when needed.

“We know agents have a tough job,” Leon says. “Sometimes they need answers right away. We try to be available and responsive so they can better serve their clients.”

Technological advancements have also played a role in the company’s growth.

“When I started, I thought using my phone with a QWERTY keyboard was cutting-edge,” Leon jokes. “Now, we use infrared thermal imaging, moisture detectors, and gas leak detectors to provide more detailed reports.”

These tools have improved the level of detail in their inspections, giving clients a clearer picture of their potential home. Additionally, digital reporting systems and streamlined scheduling have enhanced efficiency, making the process smoother for both inspectors and clients. Leon’s team is also committed to educating their clients and partners, helping them to understand that quality inspections take time.



“One aspect of our industry that we wish both agents and clients had a deeper understanding of is the level of detail and effort required for a thorough home inspection,” says Leon. “While we acknowledge the desire for efficiency, we believe that quality should never be compromised.”

“
Inspections are a science, but explaining them is an art.”

“Our team approaches each inspection as if we were buying the property ourselves, considering potential concerns as if our own families would be living there,” he adds. “This level of dedication results in a longer inspection process compared to some other companies,

as we examine tens of thousands of elements within the property.” This is their “deliver gold” mindset and approach at work: Leon and his team advocate for, and strongly believe, that agents and clients alike benefit when

they understand and appreciate the importance of thoroughness versus a quick turnaround. Away from the business, Leon is deeply invested in his family: his wife, Rachael, and their three children. Their two daughters,

Devyn and Makenzie, currently live in Florida—one is studying at Lynn University, and the other is working at the Breakers in Palm Beach. Their son, Hunter, a junior in high school, is spending much time seriously considering his future options.

“We [our family] talk all the time. Thank God for cell phones,” Leon says. “When we get together, the time is always full of laughter.”

Also, Leon’s entrepreneurial spirit extends beyond inspections.

“We’ve gotten into rehabbing and real estate investing,” he shares. “Housing, home maintenance—it’s all connected, and I love being involved in different aspects of the industry.”

As Home Advantage Inspections looks ahead, Mann envisions a future where his team continues to grow, not just in size but in value.

“A lot of our guys have families,” he says. “The flexibility of this industry allows them to be present for their kids, and I want to keep fostering that. At the same time, I want to see them continue growing as professionals, learning about mold inspections, radon testing, sewer scopes, and more.”

For Leon, the meaning of success has evolved from being about numbers to being about impact. “When I started almost twenty years ago, I had a number in mind. Now, success feels more like a measure of how many people we’ve helped,” he says. “I love seeing how we’ve grown, how we’ve improved, and how we continue to make a difference.”



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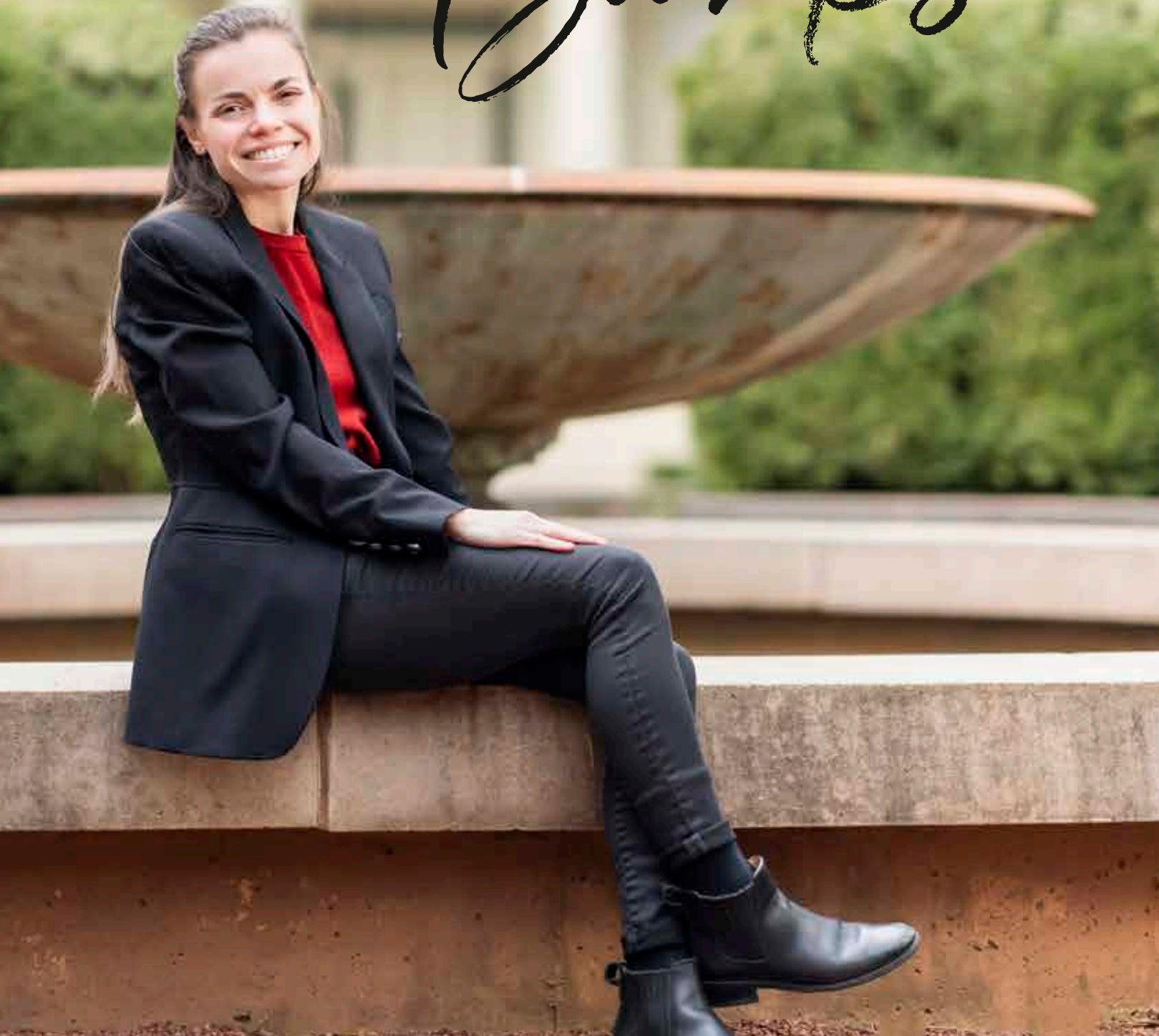
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Katy

CHANGING LIVES THROUGH REAL ESTATE

BY CHRIS MENEZES
PHOTOS BY PRESTIGE
REAL ESTATE IMAGES INC.

Banks



For Katy Banks, MPA, real estate isn't just about buying and selling homes; it's a way to create meaningful change. A third-generation REALTOR® with a passion for making housing more accessible and strengthening communities, Katy sees her work as an opportunity to shape the future.

Katy grew up in a household where the line between family and business was seamless. With her parents running a real estate office for over thirty-five years, Katy's life was shaped by the industry from the very beginning.

"My mom's assistant would help me write 'real estate contracts' for my Barbie dolls," Katy recalls, laughing. "I spent my childhood visiting construction sites and attending showings—even during family vacations."

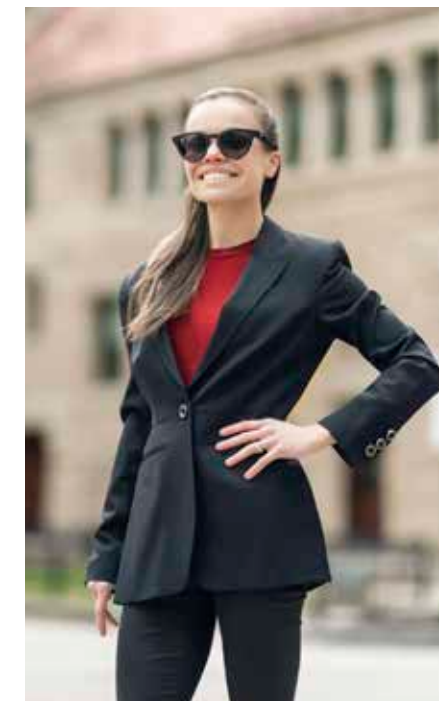
Katy officially joined the family business at just fourteen, learning everything from transferring calls to photographing homes and balancing earnest money deposits. At twenty-one, she earned her real estate license while still in college. In a true trial-by-fire moment, her parents left her in charge and went on a three-week vacation the day after she was licensed.

Her academic and professional journeys reinforced her belief in using real estate as a tool for systemic change. "I originally thought curing diseases would be the ultimate way to help others, so I briefly considered pursuing biomedical engineering," she shares. "But I quickly realized how real estate could also create immense change in people's lives."

A Camras Scholar at the Illinois Institute of Technology, Katy pursued their dual degree program: a bachelor of science degree in business administration and a master's in public administration, specializing in housing policy for underserved populations. While juggling her studies, she managed to sell over thirty homes.

"It was quite interesting to balance classes about business theory, continue running a complex business, and deeply research the effectiveness of community programs and laws for people in different housing situations," she says. "The combination of academic knowledge and real-world experience gave me a unique perspective on housing policy and client needs."

After graduating, Katy began blending innovation with service on her family's



team. Her parents, Cindy and Tony Banks, have been instrumental in shaping her vision. As leaders of the Cindy Banks Team, they've established a strong foundation of innovation and ethics that Katy proudly carries forward. "Watching my parents navigate this business with integrity and compassion has been invaluable," she says. "They've shown me that success isn't just about numbers; it's about relationships and the ripple effect of doing good work."

Today, Katy plays a key role in the Cindy Banks Team. Known for their innovation, the team integrates cutting-edge technology, like data-powered tools and advanced CRM systems, to create seamless client experiences. Whether helping the team be most efficient or studying construction and rehabbing properties, Katy approaches real estate with a focus on finding solutions.

She's also passionate about mentoring new agents, emphasizing the importance of ethics and innovation in real estate. She values the unique opportunities her career has brought her—from attending conferences on AI automation with clients to collaborating with thought leaders on housing solutions.

Katy's vision for the future is as ambitious as it is inspiring. She dreams of expanding her family business while developing programs to address housing and food insecurity in Chicago. She's currently working on a project to design 24/7 food access for Chicago's food deserts, with hopes of developing modern community centers and transitional housing in the future. Katy also plans to leverage technology like human-centric AI to create equitable solutions for people. "The world is changing fast, and I want to make sure those changes benefit everyone," she explains.

Her dedication to service is further reflected in her involvement with organizations like A Safe Haven, which provides comprehensive support for individuals facing homelessness. "Their holistic approach to helping

“
The
world is
changing
fast, and
I want
to make
sure those
changes
benefit
everyone.”
”

people rebuild their lives is incredibly inspiring,” Katy says. She also supports the Sweet Water Foundation, which revitalizes urban neighborhoods through innovative community programs.

Outside of work, Katy enjoys photography, bodybuilding, robotics, engineering, and producing community events with her husband, Joes Domingo, through the GoodBus—a school bus converted into a mobile stage with 360-degree sound. Together, they’ve organized fundraisers and festivals that bring people together through art and



Katy with her mother, Cindy Banks.



Katy with her family enjoying Montage Deer Valley in Park City, Utah.



Katy with the GoodBus.

music. “Community is everything. It’s wonderful to hear residents say that they’ve never had anything comparable designed for their community, their neighborhood. For me, it’s a particularly special moment when I know I recently sold a house in that same neighborhood,” Katy says. “Whether it’s through real estate or events, I’m always looking for ways to connect people and create positive change.”

Katy’s passion for helping others is matched only by her drive to leave the world better than she found it. She lives by Ralph Waldo Emerson’s words: “To know even one life has breathed easier because you have lived. This is to have succeeded.” For Katy, every transaction, connection, and project is a step toward creating a more just and compassionate world.



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Alex Wolking

Go Make Friends

BY LAUREN YOUNG
PHOTOS BY PRESTIGE
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“Go make friends’ was the best advice I’ve ever been given,” says Alex Wolking, REALTOR® at Keller Williams ONEChicago.

Back when he was nineteen, Alex was about to call it quits as a REALTOR®, but top agent Deb Haussmann intervened. “She told me not to give up, that I’d be great,” recalls Alex. “She said, ‘Forget “networking.” Go make friends.’ One year to the day, I won the Quad City Area REALTOR® Association’s Rookie of the Year award.”

“Always say yes to an invitation with new people. Go to the fundraiser or committee meeting when you don’t feel like it. Get involved with your community,” he advises. “There are so many interesting people out there waiting to meet you, and you will love getting to know them.”

Using that mindset as a north star, Alex has built a successful real estate business with a powerful niche that’s rooted in community and authenticity. Raised in the Quad Cities, Alex was drawn to real estate early. He was just twelve years old when he began working for his REALTOR® father. While other kids were riding their bikes to the park, Alex was pedaling to open houses.

“I begged my mom to take me to my first open house but she wouldn’t, so I just went by myself on my bike,” he shares. “From that day on, I couldn’t get enough. I had lots of questions.”

That insatiable curiosity propelled him forward. Alex earned his bachelor’s degree in business and real estate from DePaul University. The coursework—steeped in law, finance, and commercial development—gave him a broad foundation and ability to understand the industry from every angle. Though his education wasn’t sales-focused, it equipped him with the strategic thinking that would define his approach to real estate.

“It was excellent training in understanding the industry from another perspective,” Alex says.

After college, he took a leap of faith and moved back to Chicago without knowing a single soul. The comfort of his small, tight-knit hometown and



Alex with Kevin Brannon, Director of Operations.
Photo Credit: Neil John Burger

thriving business, was gone. What remained was a vision and the drive to build something meaningful.

“I had to leave the comfort zone of my hometown to start all over again in a city where I knew no one,” Alex says. “I hustled for years.”

Instead of buying leads, Alex built relationships by following his “go meet friends” mantra and created his own version of a small town in a big city. He became a fixture in his Uptown neighborhood, volunteering and serving on the boards of local organizations including the Uptown Chamber of Commerce, Buena Park Neighbors, Friends of Brennemann (which supports Brennemann Elementary School), and the Uptown Chicago Commission. He now also sits on the board of Landmarks Illinois, a statewide historic preservation group.

“My business was built through philanthropy, hyperlocal neighborhood involvement, and marketing,” he says. “I have never bought a single lead. I built my business the old-fashioned way.”

Alex also leaned on the skills he learned from growing up in the theatre—his father performed regularly in local productions—particularly storytelling and creative problem-solving. Alex credits his time working onstage, backstage, and front of house (customer service) with shaping his leadership and communication style.

“Growing up in theatre taught me how to think on my feet; how to be empathetic, how and when to take the lead and when to follow, and do both collaboratively, always prioritizing the best interests of the show and audience,” he says. “But most importantly, how the energy backstage [e.g., at the office] translates to what happens onstage [e.g., with clients].”

Today, that mindset extends to his director of operations, Kevin Brannon. Alex says they operate with the efficiency of a four-person team, despite it being just the two of them.

“If I’m the surgeon, he’s the nurse,” Wolking says. “We finish each other’s

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**Always
say yes
to an
invitation
with new
people...
There are
so many
interesting
people
out there
waiting to
meet you,
and you will
love getting
to know
them.”**

sentences. Kevin is so much more than ‘just an assistant.’ I see him as a partner in my business.”

Their partnership has powered their strongest year yet, along with their highest average sale price to date.

So what continues to drive Alex now? The challenge of new opportunities.

Alex has become known for tackling listings others find tough, like homes with unusual architecture, historical properties, or homes that have been sitting without offers. “That’s where my theatre training plays out really well,” he notes. “I know how to look at every angle, think outside the box, and find a new way to tell the home’s story to elicit genuine feelings of connection—that’s when the offers come in.” Alex’s approach is also practical, methodical, and deep.

“We prep our listings for the market like it’s the Olympics,” he says. “We

know everything about that property, down to the last time the furnace filter was changed.”

When he’s not working, Alex immerses himself in Chicago’s vibrant culture—walking the lakefront, catching Broadway shows, checking out local architecture, and even offering free summer sidewalk tours of Uptown’s mansion districts.

Looking forward, Wolking’s goals are as grounded as they are ambitious. He plans to grow his team to four people, with a vision of hitting \$100 million in annual sales. But he never wants to get away from the tight-knit, people-focused, humble culture he’s built.

“Getting to do what I want, when I want to, is ultimate freedom,” he says. “We don’t gloat about our accomplishments. We just get the job done.”



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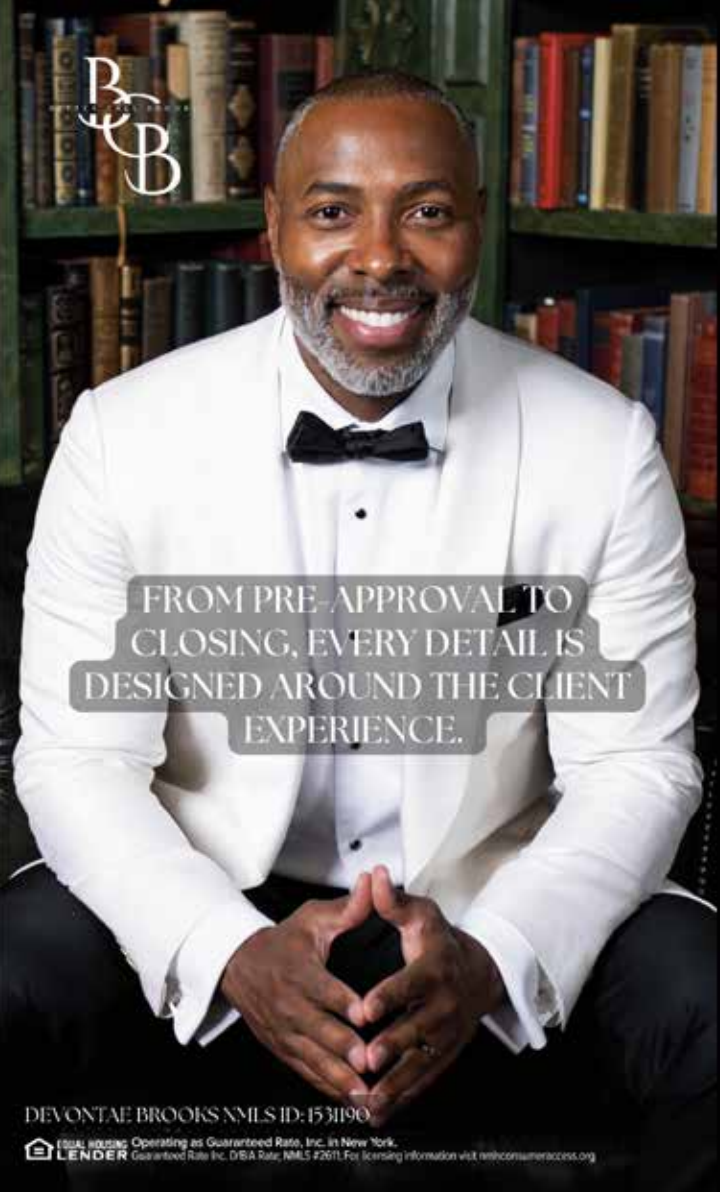
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CHRIS EVERHARDT

For the Win

BY CHRIS MENEZES
PHOTOS BY NANCY VELA

For Chris Everhardt, real estate isn't just about sales—it's about service, growth, and grit. It's about showing up even when the odds feel stacked against you. And it's about turning every no into the next step toward a bigger yes.

Raised in Chicago, Chris has always felt a deep connection to the city—the energy, the neighborhoods, the skyline—and to its long-respected, blue-collar worker mentality. Even when his family relocated to Florida when he was fourteen, Chris knew his heart would always be in Chicago.

His strong work ethic was fostered in the Windy City. “While I was growing up in Chicago, some of my closest friends were from the Polish community, and many of their families had deep roots in the trucking industry. As a kid, I thought it was the coolest thing to drive a big truck—and in some way, I think their influence shaped my appreciation for hard work and entrepreneurship,” Chris says.



In time, sure enough, Chris obtained his commercial driver's license and began transporting Harley-Davidson motorcycles. Driving gave him purpose, but he knew it wouldn't be his final stop.

While searching for a home in Florida, a frustrating experience with a real estate agent opened his eyes to a new career option. “The service just wasn't there,”

he recalls. “I knew I could do better. I wanted to help people in a way that would actually make a difference.”

That motivation grew stronger when he met his now-wife, Mariia, in 2017. “I remember telling her the story with the REALTOR®, and she said, ‘You would do a much better job.’” In 2018, the couple moved back to Chicago. While still driving, Chris enrolled in real estate

school and prepared for the exam. “Life has a funny way of bringing you back to where you belong,” he says.

By 2019, Chris was licensed—and cold calling. That first year was tough. “Every day, I thought about giving up,” he admits. “I was getting rejected constantly. But I kept going. I told myself, ‘There's no other choice. Just do it.’” His persistence won him his first listing, but the world was about to be upended: “I put my very first listing on the market at the end of 2019, and we got our first offer in February 2020. Then COVID hit—the buyer lost their job and couldn't get financing, so the deal fell through.”

But Chris rallied and kept going, and closed his first deal in August 2020, right in the middle of the shaky COVID market. By 2021, he'd closed \$2.7M. That's when things began to click.

Now, a few years in, Chris has built a solid real estate business that's rooted in consistency, sincerity, and a sharp understanding of the market. Whether he's helping first-time buyers or seasoned investors, his



focus is the same: build lasting relationships and guide clients toward smart, confident decisions. “I’m deeply passionate about what I do,” he says. “Every deal is a chance to make someone’s life better.”

Outside of work, Chris finds joy in the simple things: walking along the lakeshore, watching movies, practicing boxing and Brazilian jiu-jitsu, cooking up something delicious, curling up with his cats, Clyde and Porsche, and of course, spending time with his beloved wife, Mariia. His version of balance also includes spending time with his parents and brother—including going to Broadway shows with his dad, and cooking with his mom—and family dinners filled with laughter, stories, and the occasional pet update.

Chris and Mariia remain committed to supporting Ukraine, where Mariia is from. They donate to hospitals there to help those injured by the war—a quiet but powerful reminder of what really matters.

Chris—who remains focused on growing, both personally and professionally—is quick to credit his wife for keeping him grounded and motivated. “Some days are tough,” he says. “But Mariia reminds me why I started.” He also reflects on his early years behind the wheel as the foundation of his work ethic: “Those years gave me perspective. I’m grateful every day because I know how far I’ve come.”

For Chris, success isn’t measured by numbers. “It’s



**“REAL ESTATE
ISN’T EASY, BUT
IT’S WORTH IT.
AND THERE ARE
PEOPLE OUT
THERE WHO WILL
SAY YES. JUST
DON’T GIVE UP.”**

about health, happiness, and the people around you,” he says. “If I can have that and keep helping others along the way, I’m right where I’m supposed to be.”

His advice to new agents? Keep going. Be consistent. Be curious. “Real estate isn’t easy, but it’s worth it. And there are people out there who will say yes. Just don’t give up.”

Because Chris knows, firsthand, that success doesn’t always start with a big win. But when you go all in, the wins eventually follow.

Chris with his wife, Mariia.



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Rob Jones

with Huntington Bank Elevating Mortgage Solutions
BY CHRIS MENEZES | PHOTOS BY JOE CASTELLO

Rob Jones, mortgage sales leader at Huntington Bank, has spent nearly two decades guiding clients through one of life’s most significant financial decisions: buying a home. His success stems from an unwavering commitment to customer service, constant communication, and personalized solutions for real estate agents and their clients.

“I personally call each client and agent with an update on their file every Tuesday,” Rob shares, emphasizing his focus on communication and personal service. “This keeps everyone informed and eliminates the need for constant follow-up calls, and it allows me to focus on growing my business.”

Rob’s commitment to his clients is elevated by the distinct advantages of working with Huntington. With the backing of a \$204 billion asset regional bank, Huntington provides Rob and his team with the resources to handle complex transactions while maintaining a personalized, hands-on approach.

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This access to real-time information allows Rob to streamline the lending process, ensuring his clients receive clear guidance and efficient



Rob with his family.
Photo credit: Robin Hansen Photography





Rob styled by DIBI Menswear.

solutions. For Rob, it's all about taking care of his clients and ensuring they have everything they need.

His hands-on approach also ensures that clients feel supported throughout the entire process. This is where his unique system of weekly updates proves invaluable, seeing to it that all parties are on the same page. This proactive communication not only strengthens his relationship with clients but also fosters trust with real estate agents, who rely on him to provide seamless service to their buyers.

"I believe in delivering news and updates quickly," Rob emphasizes. "There's nothing worse than getting bad news and sitting on it for even a day. I work hard to make sure my clients and partners are informed, and they know that if there is a hurdle or hiccup, we have a solution or possible solutions ready for them."

"Our process can also be customized for the real estate agents," he adds. "If they want me to reach out to the listing agent to secure a deal or reword my welcome email to a client, I'm happy to work with them to make the overall process the best possible experience for the client that it can be."

Rob's relentless work ethic and approach to customer service is rooted in his early experiences. Born in Chicago and raised in the northwest suburbs, he discovered his passion for sales during his college years at the University of Iowa. "I sold books door-to-door in Dallas for a summer," he recalls. "We worked eighty hours a week, and it was the hardest thing I've ever done, but it made me fall in love with sales."

Outside of his professional life, Rob is dedicated to his family, spending quality time with his wife and their three sons. The family enjoys outdoor adventures, often taking road trips to places like Colorado, Tennessee, and Florida. Whether he's fishing with his sons or attending concerts at the Red Rocks Amphitheater, Rob values the work-life balance he has worked hard to maintain.

"To me, success is having control over my life, especially my time," Rob reflects. "Being able to coach my kids' baseball teams or take them to a game during 'normal work hours' is worth working at night while they're asleep."

Looking to the future, Rob aims to further expand his brand and increase his visibility among real estate agents. "I want agents to know that I'm here to make their clients' experience smooth and stress-free," he says. "It's about building trust and showing them that I'm a partner they can rely on."

Rob continues to make the home-buying process easier, less stressful, and ultimately more rewarding for everyone involved.

To learn more about Rob (NMLS #616600) and how he can assist with your mortgage needs, contact him at Rob.Jones@huntington.com or visit Huntington.com/mortgage/jones-robert.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to April 30, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Carrie	McCormick	29	\$61,260,270	21	\$45,275,000	50	\$106,535,270
2	Emily	Sachs Wong	23	\$53,797,500	25	\$46,166,750	48	\$99,964,250
3	Matt	Laricy	64.5	\$32,459,506	81.5	\$43,069,149	146	\$75,528,655
4	Grigory	Pekarsky	14.5	\$6,329,750	127.5	\$63,481,424	142	\$69,811,174
5	Jeffrey	Lowe	14.5	\$17,812,500	19.5	\$25,601,000	34	\$43,413,500
6	Nancy	Tassone	12	\$33,866,587	1	\$8,500,000	13	\$42,366,587
7	Benyamin	Lalez	4.5	\$2,393,450	52	\$31,668,350	56.5	\$34,061,800
8	Alexandre	Stoykov	7.5	\$3,942,500	44.5	\$29,198,350	52	\$33,140,850
9	Sam	Jenkins	13	\$24,734,799	8	\$8,090,000	21	\$32,824,799
10	Konrad	Dabrowski	12.5	\$13,187,250	12.5	\$17,344,393	25	\$30,531,643
11	Timothy	Salm	7.5	\$22,565,000	3.5	\$7,053,000	11	\$29,618,000
12	Timothy	Sheahan	18	\$19,982,411	7.5	\$8,182,400	25.5	\$28,164,811
13	Bradley	Brondyke	15.5	\$24,303,474	0	\$0	15.5	\$24,303,474
14	Margaret	Baczkowski	7	\$11,708,388	4	\$12,593,574	11	\$24,301,962
15	Leila	Zammatta	7.5	\$22,487,588	0	\$0	7.5	\$22,487,588
16	Eugene	Fu	4.5	\$7,892,500	16	\$14,293,000	20.5	\$22,185,500
17	Dawn	McKenna	9	\$9,937,500	12.5	\$11,937,750	21.5	\$21,875,250
18	Jason	O'Beirne	19	\$17,200,000	4	\$3,195,000	23	\$20,395,000
19	Brad	Lippitz	11	\$8,342,850	12	\$11,993,699	23	\$20,336,549
20	Sophia	Klopas	8	\$4,845,250	14	\$15,241,938	22	\$20,087,188
21	Leigh	Marcus	16.5	\$12,753,000	9	\$7,287,500	25.5	\$20,040,500
22	Chezi	Rafaeli	9	\$11,417,500	6	\$8,037,500	15	\$19,455,000
23	Mario	Greco	16.5	\$13,729,075	6	\$5,648,000	22.5	\$19,377,075
24	Julie	Busby	13.5	\$10,538,250	10.5	\$8,637,000	24	\$19,175,250
25	Katharine	Waddell	12	\$7,699,625	11	\$8,909,500	23	\$16,609,125
26	Hadley	Rue	16	\$14,547,000	2	\$1,375,000	18	\$15,922,000
27	Melanie	Everett	8	\$4,951,950	20	\$10,832,000	28	\$15,783,950
28	Darrell	Scott	7.5	\$4,280,838	15.5	\$11,111,600	23	\$15,392,438
29	Daniel	Glick	11	\$10,495,000	4	\$4,875,000	15	\$15,370,000
30	P Corwin	Robertson	13	\$15,085,260	0	\$0	13	\$15,085,260
31	Jill	Silverstein	2.5	\$1,699,750	10	\$12,947,000	12.5	\$14,646,750
32	Kevin	Hinton	5	\$2,774,500	18.5	\$11,741,501	23.5	\$14,516,001
33	Rachel	Krueger	4	\$4,095,000	3	\$10,265,000	7	\$14,360,000
34	Cory	Tanzer	9.5	\$5,072,318	18.5	\$9,258,969	28	\$14,331,287

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Danielle	Dowell	8.5	\$6,159,374	11	\$8,125,250	19.5	\$14,284,624
36	Karen	Biazar	11	\$7,517,682	17	\$6,597,225	28	\$14,114,907
37	Karen	Schwartz	12	\$8,623,500	6	\$5,227,000	18	\$13,850,500
38	Daniel	Close	4.5	\$3,185,000	12	\$10,542,700	16.5	\$13,727,700
39	Lisa	Kalous	3.5	\$3,526,000	11	\$9,735,500	14.5	\$13,261,500
40	Sarah	Jaffe	0	\$0	20	\$13,103,900	20	\$13,103,900
41	Colin	Hebson	5.5	\$5,727,975	5.5	\$7,363,000	11	\$13,090,975
42	Sam	Shaffer	4	\$2,255,000	16.5	\$10,730,250	20.5	\$12,985,250
43	Hayley	Westhoff	6.5	\$4,547,306	9.5	\$8,435,806	16	\$12,983,111
44	Elias	Masud	7	\$5,051,000	14	\$7,909,000	21	\$12,960,000
45	Millie	Rosenbloom	5	\$5,376,772	6	\$7,471,359	11	\$12,848,131
46	Eudice	Fogel	2.5	\$1,278,500	8	\$11,536,500	10.5	\$12,815,000
47	Tommy	Choi	6.5	\$5,607,950	5	\$7,011,450	11.5	\$12,619,400
48	Ivona	Kutermankiewicz	6	\$5,455,000	4	\$7,160,500	10	\$12,615,500
49	Molly	Sundby	8.5	\$12,443,750	0	\$0	8.5	\$12,443,750
50	Lance	Kirshner	6.5	\$4,938,950	7.5	\$7,406,500	14	\$12,345,450

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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to April 30, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Debra	Dobbs	6	\$7,072,000	5	\$5,144,000	11	\$12,216,000
52	Kelly	Parker	4.5	\$3,014,000	15	\$9,178,000	19.5	\$12,192,000
53	Jonathan	Chvala	5	\$1,736,000	13	\$10,311,500	18	\$12,047,500
54	Marc	Zale	8	\$10,020,000	1	\$1,950,000	9	\$11,970,000
55	James	D'Astice	4	\$1,929,225	13	\$9,920,100	17	\$11,849,325
56	Victoria	Singleton	27.5	\$11,783,750	0	\$0	27.5	\$11,783,750
57	Gail	Spreen	15.5	\$9,489,000	2	\$2,017,500	17.5	\$11,506,500
58	Steve	Dombar	1.5	\$721,000	16	\$10,564,500	17.5	\$11,285,500
59	Nicholaos	Voutsinas	3.5	\$2,458,750	14	\$8,815,000	17.5	\$11,273,750
60	Patrick	Teets	6	\$8,403,000	2	\$2,822,000	8	\$11,225,000
61	Kathleen	Ullo	24.5	\$11,183,698	0	\$0	24.5	\$11,183,698
62	Patrick	Shino	6.5	\$3,019,200	13	\$8,156,998	19.5	\$11,176,198
63	Owen	Duffy	10.5	\$9,990,500	2	\$1,105,100	12.5	\$11,095,600
64	Lauren	Mitrick Wood	7	\$3,157,750	12.5	\$7,937,500	19.5	\$11,095,250
65	Brad	Zibung	12	\$4,996,400	10.5	\$6,075,016	22.5	\$11,071,416
66	Patrick	Dodd	8	\$7,961,250	2	\$3,075,000	10	\$11,036,250
67	Alishja	Ballard	6.5	\$5,373,000	9	\$5,509,495	15.5	\$10,882,495
68	Justin	Lucas	7	\$6,945,000	5	\$3,873,000	12	\$10,818,000
69	Michael	Maier	18	\$8,396,775	4	\$2,305,275	22	\$10,702,050
70	Jennifer	Ames	4	\$4,910,000	3	\$5,772,500	7	\$10,682,500
71	Susan	O'Connor	3	\$6,313,000	4	\$4,345,000	7	\$10,658,000
72	James	Buczynski	2.5	\$1,570,250	4	\$8,835,000	6.5	\$10,405,250
73	Lucas	Blahnik	6	\$6,335,000	5	\$4,066,500	11	\$10,401,500
74	Alex	Wolking	8	\$5,459,000	8	\$4,939,510	16	\$10,398,510
75	Leopoldo	Gutierrez	6.5	\$3,936,000	12	\$6,377,000	18.5	\$10,313,000
76	Camille	Canales	2.5	\$1,241,400	12.5	\$8,900,675	15	\$10,142,075
77	Kathleen	Malone	4	\$3,955,000	5	\$6,046,959	9	\$10,001,959
78	Jason	Vondrachek	1	\$5,000,000	1	\$5,000,000	2	\$10,000,000
79	Cynthia	Sodolski	8	\$6,315,000	3	\$3,675,000	11	\$9,990,000
80	Natasha	Motev	1	\$1,550,000	3	\$8,288,000	4	\$9,838,000
81	Cara	Buffa	4	\$5,132,500	3	\$4,546,770	7	\$9,679,270
82	Kacia	Snyder	10	\$9,646,000	0	\$0	10	\$9,646,000
83	Melanie	Giglio	5.5	\$2,727,500	13	\$6,887,000	18.5	\$9,614,500
84	Michael	Greco	7	\$4,600,000	6	\$4,914,500	13	\$9,514,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Rafay	Qamar	11.5	\$4,222,709	15.5	\$5,030,426	27	\$9,253,135
86	Susan	Miner	2	\$6,875,000	2	\$2,355,000	4	\$9,230,000
87	Brady	Miller	8	\$3,870,000	7.5	\$5,285,000	15.5	\$9,155,000
88	Mike	Larson	1	\$1,260,000	2	\$7,865,000	3	\$9,125,000
89	Ryan	Preuett	5.5	\$6,178,250	3	\$2,902,800	8.5	\$9,081,050
90	Keith	Brand	8	\$5,573,300	5	\$3,410,000	13	\$8,983,300
91	Rubina	Bokhari	3	\$2,471,000	4	\$6,363,000	7	\$8,834,000
92	Dan	Nelson	2	\$2,065,000	12	\$6,666,000	14	\$8,731,000
93	Amanda	McMillan	5.5	\$3,066,000	5.5	\$5,659,500	11	\$8,725,500
94	Genna	Hill	2.5	\$8,645,000	0	\$0	2.5	\$8,645,000
95	John	Grafft	7	\$6,439,500	3	\$2,188,000	10	\$8,627,500
96	Joanne	Nemerovski	3	\$3,972,000	6	\$4,625,000	9	\$8,597,000
97	Cadey	O'Leary	3.5	\$7,712,500	2	\$866,500	5.5	\$8,579,000
98	Michael	Shenfeld	3.5	\$2,406,600	8.5	\$6,119,000	12	\$8,525,600
99	Joseph	Kotoch	3	\$4,960,000	2	\$3,549,900	5	\$8,509,900
100	Keith	Goad	4	\$4,985,000	3	\$3,505,000	7	\$8,490,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to April 30, 2025


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Sara	McCarthy	4.5	\$3,543,050	9	\$4,919,900	13.5	\$8,462,950
102	Ioannis	Floros	1	\$238,000	16	\$8,156,400	17	\$8,394,400
103	Brent	Hall	9	\$8,261,900	0	\$0	9	\$8,261,900
104	Ken	Jungwirth	6	\$5,362,500	6	\$2,891,000	12	\$8,253,500
105	Roman	Patzner	4	\$4,795,000	3	\$3,275,000	7	\$8,070,000
106	Todd	Szwajkowski	3.5	\$1,423,000	13.5	\$6,616,500	17	\$8,039,500
107	Sherri	Hoke	5	\$7,805,000	0	\$0	5	\$7,805,000
108	James	Sheehan	4.5	\$6,662,500	1	\$950,000	5.5	\$7,612,500
109	Brian	Pistorius	5	\$4,814,000	6	\$2,796,852	11	\$7,610,852
110	Bari	Levine	5.5	\$4,005,562	6	\$3,561,000	11.5	\$7,566,562
111	Tiffeny	Meyers	6	\$3,729,999	6	\$3,770,000	12	\$7,499,999
112	Vincent	Anzalone	2	\$1,210,000	5	\$6,282,500	7	\$7,492,500
113	Robert	Grilli	1.5	\$349,750	7	\$7,044,000	8.5	\$7,393,750
114	Kevin	Wood	1	\$4,480,000	2	\$2,825,000	3	\$7,305,000
115	Vikas	Wadhwa	4	\$4,730,000	2	\$2,490,000	6	\$7,220,000
116	Deborah	Ballis Hirt	3.5	\$1,855,500	3	\$5,344,500	6.5	\$7,200,000
117	Scott	Curcio	8	\$3,748,000	7	\$3,411,000	15	\$7,159,000
118	Elizabeth	Lassner	4	\$3,579,725	3	\$3,524,490	7	\$7,104,215
119	Camie	Cirrincione	1	\$1,140,000	10	\$5,894,300	11	\$7,034,300
120	Jacob	Reiner	4	\$2,260,000	11	\$4,690,900	15	\$6,950,900
121	Jeanne	Martini	2.5	\$6,945,000	0	\$0	2.5	\$6,945,000
122	Arthur	Rothschild	2	\$670,000	4.5	\$6,245,000	6.5	\$6,915,000
123	Tony	Mattar	1	\$469,500	8	\$6,436,500	9	\$6,906,000
124	Bridget	Sheahan	7	\$6,900,561	0	\$0	7	\$6,900,561
125	Vilgert	Vincenzo Kostaqi	5	\$3,307,000	5	\$3,592,000	10	\$6,899,000
126	Jennifer	Liu	7	\$6,499,600	1	\$327,000	8	\$6,826,600
127	Mariah	Dell	4.5	\$2,532,500	4	\$4,285,000	8.5	\$6,817,500
128	Nicholas	Colagiovanni	6	\$2,941,375	5	\$3,840,000	11	\$6,781,375
129	Paul	Ragi	3	\$1,700,000	4	\$5,072,500	7	\$6,772,500
130	Thomas	Morrisey	0	\$0	1	\$6,750,000	1	\$6,750,000
131	Kristin	Gonnella	3.5	\$2,154,000	4	\$4,553,349	7.5	\$6,707,349
132	Richard	Kasper	6.5	\$5,453,050	2	\$1,210,000	8.5	\$6,663,050
133	Andrew	Thurston	4.5	\$6,662,500	0	\$0	4.5	\$6,662,500
134	Karrin	Algas	4	\$4,685,000	1	\$1,800,000	5	\$6,485,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	James	Gurick	2	\$718,000	5	\$5,734,000	7	\$6,452,000
136	Cornelis	Hoogstraten	2	\$1,700,100	5	\$4,732,500	7	\$6,432,600
137	Kristine	Farra	1	\$250,000	2	\$6,180,000	3	\$6,430,000
138	Jacqueline	Lotzof	2.5	\$2,495,000	3	\$3,930,000	5.5	\$6,425,000
139	Scott	Berg	14	\$5,626,900	2	\$732,000	16	\$6,358,900
140	Kenneth	Dooley	2.5	\$2,097,500	3	\$4,250,000	5.5	\$6,347,500
141	Emily	Smart Lemire	1	\$562,500	2	\$5,780,000	3	\$6,342,500
142	Stephanie	Loverde	7	\$3,944,150	4	\$2,391,000	11	\$6,335,150
143	Anthony	Flora	6	\$6,335,000	0	\$0	6	\$6,335,000
144	Michael	Rosenblum	3	\$4,383,247	2	\$1,860,000	5	\$6,243,247
145	Lawrence	Dunning	9	\$5,840,000	1	\$390,000	10	\$6,230,000
146	Daniel	Fowler	2	\$2,855,000	2	\$3,350,000	4	\$6,205,000
147	Lisa	Blume	5	\$3,584,775	6	\$2,620,000	11	\$6,204,775
148	Jacqueline	Colando	5	\$2,945,000	3	\$3,225,000	8	\$6,170,000
149	Chris	Gomes	5.5	\$3,819,000	2	\$2,342,500	7.5	\$6,161,500
150	Morgan	Sage	2.5	\$904,500	5	\$5,246,400	7.5	\$6,150,900

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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to April 30, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jessica	Dekruiff	6	\$6,148,750	0	\$0	6	\$6,148,750
152	Alice	Berger	6	\$4,115,000	3	\$2,028,000	9	\$6,143,000
153	Elizabeth	Licata	4	\$3,550,000	2	\$2,575,000	6	\$6,125,000
154	Michael	Hall	2	\$1,655,000	2	\$4,445,000	4	\$6,100,000
155	Linda	Levin	7	\$5,488,900	1	\$608,300	8	\$6,097,200
156	Layching	Quek	3	\$1,870,000	6	\$4,227,000	9	\$6,097,000
157	Adele	Lang	4	\$2,266,000	6	\$3,823,250	10	\$6,089,250
158	Maggie	Diedrick	1	\$443,000	5	\$5,632,500	6	\$6,075,500
159	Stacey	Dombar	9	\$4,820,500	2	\$1,230,000	11	\$6,050,500
160	Steven	Powers	5	\$5,449,000	1	\$595,000	6	\$6,044,000
161	Adam	Zagata	4.5	\$2,309,500	8.5	\$3,712,855	13	\$6,022,355
162	Staci	Slattery	7	\$6,005,157	0	\$0	7	\$6,005,157
163	Kathryn	Barry	5	\$3,244,000	3	\$2,760,000	8	\$6,004,000
164	Nadine	Ferrata	8	\$5,660,000	1	\$300,000	9	\$5,960,000
165	Joel	Halperin	2.5	\$2,650,000	4	\$3,274,000	6.5	\$5,924,000
166	Keith	Wilkey	2	\$3,962,143	2	\$1,934,500	4	\$5,896,643
167	Matthew	Shrake	7.5	\$2,966,400	2	\$2,900,000	9.5	\$5,866,400
168	Roman	Popovych	4	\$3,369,012	2	\$2,475,000	6	\$5,844,012
169	Mark	Icuss	3	\$5,823,500	0	\$0	3	\$5,823,500
170	Douglas	Smith	3	\$5,288,500	1	\$529,000	4	\$5,817,500
171	Neringa	Northcutt	4	\$2,975,000	2	\$2,820,000	6	\$5,795,000
172	Nancy	McAdam	4	\$1,763,000	4	\$4,031,250	8	\$5,794,250
173	Deborah	Hess	3.5	\$1,912,200	8	\$3,846,100	11.5	\$5,758,300
174	Ashley	Bell	6	\$3,385,000	3	\$2,341,000	9	\$5,726,000
175	Marta	Landrosh	2	\$5,720,000	0	\$0	2	\$5,720,000
176	Melissa	Siegal	6	\$3,862,500	3	\$1,855,000	9	\$5,717,500
177	Daniel	Pogofsky	3	\$1,615,100	4	\$4,090,000	7	\$5,705,100
178	D	Waveland Kendt	5	\$1,684,000	3	\$4,005,000	8	\$5,689,000
179	Edward	Grochowiak	2	\$606,500	10	\$5,068,200	12	\$5,674,700
180	Monica	Canellis	0	\$0	1	\$5,650,000	1	\$5,650,000
181	Brian	Loomis	3	\$4,740,000	1	\$875,000	4	\$5,615,000
182	Stefanie	Lavelle	11	\$3,882,000	4	\$1,689,000	15	\$5,571,000
183	Mark	Keppy	8.5	\$4,971,625	2	\$528,500	10.5	\$5,500,125
184	Cyrus	Seraj	3	\$3,535,000	1	\$1,950,000	4	\$5,485,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Brooke	Vanderbok	6	\$4,721,252	1	\$751,000	7	\$5,472,252
186	Bari	Anixter	0	\$0	3	\$5,470,000	3	\$5,470,000
187	Daniel	Spitz	3.5	\$1,753,750	5	\$3,675,000	8.5	\$5,428,750
188	James	Ziltz	6	\$3,338,000	2	\$2,075,000	8	\$5,413,000
189	Abby	Kelley	4.5	\$3,047,000	3.5	\$2,365,376	8	\$5,412,376
190	Ryan	Smith	30.5	\$5,393,150	0	\$0	30.5	\$5,393,150
191	Matthew	Liss	3	\$1,997,200	5	\$3,394,250	8	\$5,391,450
192	Jovanka	Novakovic	2.5	\$1,825,500	6	\$3,564,270	8.5	\$5,389,770
193	John	Dasdelen	4.5	\$4,477,000	1	\$897,500	5.5	\$5,374,500
194	Michael	Battista	2	\$4,167,000	1	\$1,205,000	3	\$5,372,000
195	Tatiana	Perry	7	\$3,462,800	3	\$1,905,000	10	\$5,367,800
196	Philip	Skowron	3	\$5,102,500	0.5	\$255,000	3.5	\$5,357,500
197	James	Mattz	6	\$1,278,750	7	\$4,058,950	13	\$5,337,700
198	Brett	Novack	2	\$1,388,000	6.5	\$3,942,000	8.5	\$5,330,000
199	Anne	Coleman	1	\$490,500	4	\$4,813,000	5	\$5,303,500
200	Jamie	Stoner	5	\$1,892,500	6	\$3,360,000	11	\$5,252,500

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

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Teams and individuals from January 1, 2025 to April 30, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jeffrey	Herbert	1	\$365,000	10	\$4,258,000	11	\$4,623,000
236	Bradley	Sanders	3.5	\$2,458,750	4	\$2,156,800	7.5	\$4,615,550
237	Amir	Fouad	10	\$4,607,000	0	\$0	10	\$4,607,000
238	Lesley	Sweeney	3	\$2,635,000	3	\$1,946,000	6	\$4,581,000
239	Ali	Bakir	2	\$926,000	6	\$3,651,400	8	\$4,577,400
240	Tanner	Peterson	1	\$1,022,500	5.5	\$3,554,000	6.5	\$4,576,500
241	Gregorio	Cirone	5.5	\$2,491,250	3.5	\$2,082,501	9	\$4,573,751
242	Michael	Gentile	3	\$2,899,000	3	\$1,663,000	6	\$4,562,000
243	Susan	Kanter	0.5	\$157,500	5	\$4,400,000	5.5	\$4,557,500
244	Shane	Wulbert	5	\$2,297,000	2	\$2,259,000	7	\$4,556,000
245	Rita	Kerins	4	\$2,360,250	2	\$2,175,000	6	\$4,535,250
246	Kimber	Galvin	2	\$2,141,000	4	\$2,380,500	6	\$4,521,500
247	Connie	Engel	0	\$0	5	\$4,508,995	5	\$4,508,995
248	Chih-Hao	Yang	5	\$2,102,500	5	\$2,403,957	10	\$4,506,457
249	Curtis	Crotty	3	\$3,763,500	1	\$715,000	4	\$4,478,500
250	Laura	Bibbo Katlin	1	\$1,227,500	1	\$3,250,000	2	\$4,477,500

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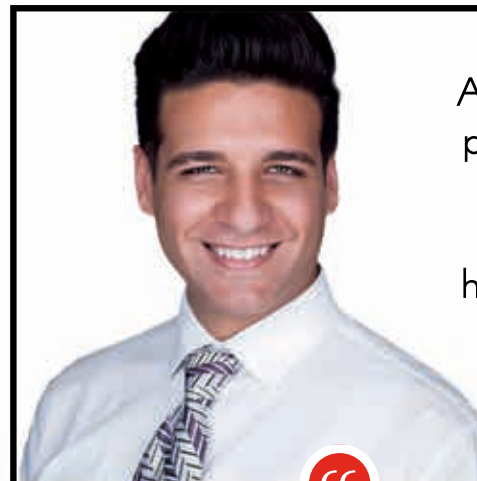


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