

NORTH SHORE

JUNE 2025

REAL PRODUCERS[®]

Michael
Graff

ON COURSE &
IN CONTROL

On the Rise:
Samantha Lipnisky



Partner Spotlight:
Floss Law, LLC



CHICAGO LUXURY LIVING
DONE RIGHT



REALTOR REFERRAL PROGRAM

Earn 2% commission for referred clients
who build with Middlefork Luxury

middleforkluxury.com . info@middleforkluxury.com . 312.214.0400

M
DESIGN
CHICAGO LUXURY HOME STAGING

www.mdesign.house/ . mj.murnane@mdesign.house . 847.922.6775



DESIGN - BUILD - SHOP

ESTABLISHED 1974 | FAMILY OWNED & OPERATED



NEW REALTOR REFERRAL PROGRAM

Now offering 2% commission for all sold jobs!

PAINTING | REMODELING | CABINETRY | WINDOW TREATMENTS
Servicing North Shore & Chicagoland

847-579-1600 | AblazeDesignGroup.com | 259 Waukegan Ave, Highwood, IL

Contents



Michael Graff **28**
COVER STORY

PROFILES



16 Samantha Lipnisky

22



Floss Law, LLC

IN THIS ISSUE

- 9** Meet The Team
- 10** Preferred Partners
- 15** Publisher's Note
- 16** On the Rise: Samantha Lipnisky
- 22** Partner Spotlight: Floss Law, LLC
- 28** Cover Story: Michael Graff
- 38** Top 150 Standings



DUNSING INSPECTIONS

RESIDENTIAL • COMMERCIAL

Your time is valuable!

Our continued growth allows us to staff up appropriately to ensure we meet our goal of completing most inspections in 3 hours or less.

Each inspection can include any (or all!) of these optional services:

- Radon
- Sewer Survey
- Mold Testing
- Chimney Scanning
- Thermal Imaging
- EIFS / Dryvit®



Scan for 24/7 online scheduling & all things Dunsing!

\$50 off when you or your client schedules an inspection & mentions NSRP



Inspecting the Unexpected Since 1980!

Closing Success Starts with the Right Legal Partner

LINCOLN STREET LAW, P.C.

Katherine S. O'Malley | ATTORNEY AT LAW

Your client's search for a trusted real estate attorney ends here. Call Today!



Office: 847-864-7770 | Mobile: 847-912-7250 | LincolnStreetLaw.com | komalley@lincolnstreetlaw.com

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



Pest-Free Peace of Mind

Your clients are making one of the biggest investments of their lives. We help protect it. Whether it's termites threatening a foundation, mosquitoes ruining outdoor spaces, or unexpected pest issues surfacing before closing, we provide proven, family-safe solutions.



- **Termite Protection** – Chemical-free, preventive solutions for Chicagoland homes.
- **Mosquito Control** – Safe for families, pets, and pollinators like butterflies.
- **Investor & Property Management Expertise** – Trusted by real estate professionals.
- **165+ Years of Integrity & Excellence** – We're still family-owned, unlike the competition.

We are a local resource for your team and clients. **Book a free Lunch & Learn!** We'll equip you with essential pest knowledge to protect deals and add value to your service.






800-GOT-PESTS?


RosePestControl.com




Meet The Team




Andy Burton
Publisher




Emily Burton
Director of Partner Success and Editorial Content




Melissa Lopez
Operations and Content Specialist




Antonio Delao
Account Executive of Relationships




Blair Piell
Events Coordinator




Alysha Garner
Ad Specialist




Christine Thom
Managing Editor




Chris Menezes
Writer




Richard Camacho
Photographer



Joseph Castello
Photographer




Elliot Powell
Photographer



Travis Heberling
Videographer

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




High-end design, top-notch architecture

Luxury at your fingertips

YR Studio is a full-service high-end architecture and design firm accomplished in renovations, new construction, and custom homes. YR Studio caters to clients in the Greater Chicago area, with heaviest focus on the North Shore and Lake Geneva.

WE BRING THE VISION SO YOU CAN CLOSE



Contact our office for a consultation:
312-823-0569
yael@yr-studio.com
YR-Studio.com



LAW OFFICE OF MAYRA PRADO-PAGAN

+1 847-707-3236 mayra@mpplawyer.com

Building relationships, creative legal solutions with proven results

Preferred Partners

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

ACCOUNTING - CPA

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

ARCHITECT

YR Studio
(312) 823-0569
yr-studio.com

ATTORNEY

Chang Legal, LLC
David Chang
(847) 907-4971 x202
ChangLegal.com

Floss Law, LLC
Bob Floss
(224) 326-2903
FlossLaw.com

Howeth Law LLC
(847) 566-6882
HowethLawLLC.com

Law Office of
Judy K. Maldonado
(847) 379-7300
jkmlaw.com

Law Office of
Mayra Prado-Pagan
(847) 707-3236
MPPLawyer.com

Lincoln Street Law P.C.
Kathy O'Malley
(847) 912-7250
LincolnStreetLaw.com

Susan J Kim LLC
(847) 906-3166
sjkimlaw.com

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

Vitu Law Offices
(847) 400-4691
vitulawoffices.com

BATH & KITCHEN SHOWROOM

Studio41
(773) 235-2500
Studio41.com

BUILDER

A Perry Homes
(847) 549-0668
APerryHomes.com

Middlefork, LLC

Andrew Bowyer
(312) 560-3969
MiddleForkLuxury.com

CLOSING GIFTS

Cutco Closing Gifts
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

DESIGN

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

EVENT PLANNING

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

FLOORING

Iskalis Flooring Group
John Iskalis
(847) 456-2426

HOME IMPROVEMENT

ABLAZE Design Group
George Markoutsas
(847) 579-1600
ABLAZEdesigngroup.com

HOME INSPECTION

Dunsing Inspections
Jamie Dunsing
(847) 367-0782
Dunsing.com

Legacy Inspection Group
(773) 818-2544
legacyinspect.com

The BrickKicker

(630) 420-9900
Brickkicker.com/Chicagoland

HOME WARRANTY

Achosa Home Warranty
(847) 975-6706
AchosaHW.com

Choice Home Warranty

Lori Amato
(847) 533-0181
www.chwpro.com

INSURANCE

Goosehead Insurance
Boggs Agency
Kevin Boggs
(630) 365-7246
Goosehead.com

State Farm

The Matt Mitchell Agency
(847) 967-0300
InsureWithMatt.com

MORTGAGE / LENDER

A & N Mortgage Services
(773) 305-7037
ANmtg.com

CrossCountry Mortgage

John Noyes
(773) 213-1339
CrossCountryMortgage.com/
John-Noyes

CrossCountry Mortgage

Tammy Maranto
(630) 291-1476
CrossCountryMortgage.com

Forum Mortgage Bancorp

Katherine Bukowski
(847) 456-4416

Huntington National Bank

Rob Jones
(847) 651-6871
www.huntington.com/

Mortgage Forward

(833) 275-4258
www.glcu.org/mortgage-forward

Mutual of Omaha Mortgage

Brent Kenyon
(773) 410-0696
MutualMortgage.com

New American Funding

Martin Lorenzen
(815) 934-9395

New American Funding

Larry Steinway
(224) 595-8600
LendwithLarry.com

OriginPoint

The Alex Filin Team
(847) 732-8913

The Federal Savings Bank

Mark Johnson
(708) 710-8530

Wintrust Mortgage

Brian Jessen
(847) 712-0830
wintrustmortgage.com/
Brian-Jessen

MOVING COMPANY

Ramirez Movers LLC
(773) 484-7116

PEST SOLUTIONS

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

PHOTOGRAPHY

Elliot Powell Photography
(414) 375-9559
PhotoEP.com

Joe Castello Photography

(773) 842-3145
JoeCastelloPhotography.com

PICTURE FRAMING

Princeton Frame & Art Gallery
(847) 432-1930
Princeton-Frame.com

REAL ESTATE PHOTOGRAPHY/ VIDEO/MATTERPORT

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

ROOFING

Etruscan Gutters & Roofing
Shaun Payne
(847) 926-0085
EtruscanRoofing.com

L.R. Gregory and Son

Jim Gregory
(847) 999-7297
LRGregory.com

STAGING

M Design, LLC
Andrew Bowyer
(312) 560-3969
MDesign.house

TITLE COMPANY

Chicago Title Mike Nolan
(312) 465-6554
CTIC.com

TREE SERVICES

Bartlett Tree Experts
(847) 559-9424
Bartlett.com

VIDEOGRAPHER

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



"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!"
- Russell A.

Our team of specialists are ready to assist you.

- For nearly 70 years, graciously serving Chicago's North Shore communities.
- Fully Licensed and Insured 24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts


Call Today for a FREE Estimate! ■ 847-999-7297



JKM | LAW OFFICE OF
JUDY K. MALDONADO

Working with realtors and clients to make home buying and selling seamless for over 20 years!

"We had a wonderful experience with JKM from the beginning of the process all the way through our closing for our first purchase. Judy and her amazing team are extremely efficient and responsive. I would highly recommend her to anyone looking for a real estate lawyer." -Minu U

1800 NATIONS DRIVE STE 218, GURNEE, IL 60031
847-379-7300 • JKMLAW.COM 

Judy K. Maldonado
Attorney

Paper to Party

— EVENT PLANNING —

Be a guest at your own event.

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

CALL LINDA TODAY TO GET STARTED!

847-903-2148

papertoparty@comcast.net
papertoparty.com



The Options And Advice Your Buyers Need.

The Service You Both Deserve.

Work with a lender you can count on and partner with me today!



Tammy Maranto | SVP of Mortgage Lending
 NMLS #224415 | 2936 West Belmont Ave Chicago, IL 60618
 (630) 291-1476 | tammy.maranto@myccmortgage.com
crosscountymortgage.com

Flooring • Bathrooms • Countertops

Please consider The Iskalis Flooring Group for your Spring residential or commercial renovation project

Visit Our Beautiful Expanded Showrooms
 Evanston: centralrugandfloors.com
 Gurnee: iskalisamericanfloorshow.com
 Call: (847) 475-1190 or (847) 662-7900



A. PERRY HOMES
 ARCHITECTS • BUILDERS



A. PERRY HOMES

are the architects and builders of choice for families who believe making their dream home should be a fun and engaging process that focuses on their traditions and lifestyle needs. The consistent result for the families that choose our award-winning firm is an exciting experience that begins with a dream and ends with a dream home.

APERRYHOMES.COM | 847.549.0668 | @HOME_BUILDER



Make the Closing Process Simple



CHANG LEGAL LLC

ATTORNEYS AT LAW

847.907.4971 • ChangLegal.com • David@ChangLegal.com

David Chang,
Attorney at Law

15+ Years of Experience
with Real Estate Matters
in Chicagoland.

*Refer your clients to us for a
smooth real estate transaction
from contract to close.*



GET IT ON
Google Play

Download on the
App Store




prestige

REAL ESTATE IMAGES

WWW.PRESTICELISTINGPHOTOS.COM

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



Contact me today to help you get started with ChicagoAgent One!

MIKE NOLAN
312.465.6554
Mike.Nolan@ctt.com

CHICAGO TITLE

Monthly Payment

3,226

Bring to Close

\$68,528

Insurance	\$2,583.80	Down	\$57,500.00
Prepays	\$114.04	Prepays	\$3,724.94
Escrow	\$299.48	Fixed	\$7,303.65
Closing Costs	\$228.56		

[Closing Costs >](#)



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 Studio41 in Palatine 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 five 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!



Andy Burton
Publisher
andy.burton@n2co.com

 [facebook.com/
NorthShoreRealProducers](https://facebook.com/NorthShoreRealProducers)

 [@nsrealproducers](https://instagram.com/nsrealproducers)

I love this town.



Thanks, North Shore.
I love being here to help in a community where people are making a difference every day. Thank you for all you do.

Mitchell Insurance Agency Inc
Matt Mitchell, President
www.insurewithmatt.com
matt@mattmitchellagency.com
Bus: 847-967-0300



2007005

State Farm, Bloomington, IL

Samantha Lipnisky

*Rooted in Community,
Driven by Connection*

BY CHRIS MENEZES
PHOTOS BY ELLIOT POWELL

Some people find their calling in a job. For Samantha Lipnisky, it's always been about something deeper—connection, community, and the quiet strength that comes from doing things the right way, even when no one's looking.

Samantha was raised just outside Raleigh, North Carolina, in a family of entrepreneurs who ran their own retail shops. That early exposure taught her the value of customer service, pride in your work, and what it means to really take care of people. “I was always in the store after school, watching how they interacted with customers,” she says. “It stuck with me.”

Just as influential was her grandmother, Grandma B—a fierce women's rights activist in North Carolina during the 1970s. “She was the strongest woman I've ever met,” Samantha says. “She stood up for what she believed in and never backed down.” Grandma B passed away when Samantha was in high school, but her spirit of determination, compassion, and conviction left a lasting mark. “She's a big part of why I am who I am,” Samantha adds. “I think about her all the time.”

After college at NC State University in North Carolina, Samantha took a leap—leaving her roots behind to move to Chicago with one friend and a lot of faith. It was there, at a Halloween party of all places, that she met her husband, Nick. “Halloween is still one of our favorite holidays,” she says with a laugh.

Samantha built a life in the city, managing a luxury London-based retail boutique downtown. But when she and her growing family moved to the suburbs, she knew it was time to make a career change, and real estate felt like the perfect fit: it's part business, part service, and all about people. “I've always loved helping others,” she says. “This was a way to do that in a really meaningful way.”

She started nearly eight years ago as a solo agent, learning the ropes and navigating the grind. It didn't take long for her to see the power of collaboration.

In 2018, she joined the PAK Group—a tight-knit team of women who are, truly, like family. Some of them have ties going back to childhood. “That's what makes us so strong and enhances our collaboration,” Samantha says. “We genuinely care about each other and that energy carries through to our clients.”

Over the years, Samantha's carved out her own rhythm: she's steady, sincere, and focused on what really matters. “Success to me isn't about being number one,” she says. “It's about the people in those homes. The ones who are going through big life changes—starting

families, downsizing, navigating hard decisions—and trusting me to walk with them through it.”

In 2020, Samantha moved to @properties with the PAK Group, then in June 2024, she and the team made the leap to Compass. “It was a bold move, but the tools and support have been incredible,” she says. “We're always evolving, always looking for how we can serve better.”

Outside of real estate, Samantha is exactly what you'd expect: grounded, generous, and fully engaged in her life. She and Nick live in Mount





“We’re all in this to help people...*The more we work together, the better we all are.*”



Prospect with their two kids, Eloise (7) and Emmett (5), and their mini goldendoodle, Indy, whom they rescued from the Determined to Rise Animal

Foundation. Their family life is jam-packed with soccer matches, ice skating, baseball, golf, and every community event they can get their hands on.

“We love Mount Prospect,” Samantha says. “Fridays on the Green, the Block Party, the farmers market—there’s always something to do. We try to be a part of all of it.”

Golf has become a family affair. It’s how they often spend time together, relax, and connect. “My dad was a big golfer,” she says. “It feels special to share that now with my family.” You’ll often find them golfing at the Mount Prospect Golf Club, which, happily, is walking distance from their house.

Samantha’s the kind of person who thrives on puzzles—whether that’s putting together IKEA furniture without instructions, or figuring out how to guide a client through a tough

market. She says her superpower is saying yes to things, even when it feels uncomfortable. “Sometimes, you just have to go for it and figure it out as you go. That mindset has opened so many doors for me.”

And while she may relate to the character Claire Dunphy from *Modern Family*—a working mom balancing it all with grit and a little humor—there’s something uniquely Samantha in the way she leads with heart, builds with intention, and always keeps people first.

If you ask Samantha what she’d change about the industry, it’s simple: more collaboration. “We’re all in this to help people,” she says. “The more we work together, the better we all are.”

And that’s exactly what Samantha does with every deal on behalf of every client, every day.



STRUGGLING TO SELL YOUR 3-FLAT THAT MAY REALLY BE A 2-FLAT?

We stay up to date on zoning rules, tenant laws, and local ordinances so you can close on time.



Bob Floss II
Real Estate Attorney




FLOSS | LAW, LLC

Residential/Commercial Closings, Evictions, Partnerships

1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com | 224-326-2903

Co-chair Chicago Bar Association Residential Real Estate Committee
Member of Illinois State Bar Association Real Estate Law Section Council




Demand better. If your attorney does not promptly respond, keep you informed and regularly work evenings and weekends to close contingencies and help you shine, **I'd love to work with you.**

- True **24/7**, responsive and professional representation
- Offices on the North Shore and in Chicago
- 25+ years experience in residential and commercial transactions

VITU LAW OFFICES

CELL 847.400.4691
EMAIL VituLawOffice@yahoo.com
WEB VituLawOffices.com



100% Women-Owned

Neena Vlamis
Owner, CEO

773 . 305 . LOAN

ANmtg.com

A and N mortgage

THIS IS AN ADVERTISEMENT. There is no commitment to lend. Offer of credit subject to credit approval. A and N Mortgage Services, Inc. 1140 N. Elston Ave. Chicago, IL 60642 p: 773.305.LOAN (5526) ANmtg.com NMLS No. 10791. For a lending recommendation and for Texas consumers to file a complaint, go to: www.anmtg.com/lending/ (Nation-wide Mortgage Lending System) www.enhancedconsumeraction.org Neena Vlamis NMLS No. 37370

**Thorough Inspections,
Trusted Results**



We keep real estate deals moving smoothly with thorough, efficient home inspections and on-site report delivery—so you and your clients get the answers you need, fast.

- Home Inspections
- Chimney Scoping
- Radon Testing
- Sewer Scoping
- Mold Testing

LEGACY
INSPECTION GROUP

Call today!
847-217-5958 • LegacyInspect.com

**FAMILY OWNED
& OPERATED**

Serving the
Chicagoland
area since
1995

IT'S TIME FOR A

GIVEAWAY

YOU CAN WIN A
**FREE MONTH
OF VIDEO CONTENT!**

SCAN THE QR
CODE TO ENTER
TO WIN.*



BROUGHT TO YOU BY VISUAL FILMWORKS

*DETAILS PROVIDED VIA THE QR CODE LINK

BOB FLOSS II

& FLOSS LAW, LLC



MORE THAN JUST CLOSINGS

BY CHRIS MENEZES
PHOTOS BY JOE CASTELLO

Bob Floss II is no stranger to the North Shore real estate scene. When he was first featured in *Real Producers* in 2020, he was already well-established as a trusted real estate attorney. But in the years since, his practice, Floss Law, LLC, has grown, evolved, and deepened in ways that have set him apart even more.

Since the last spotlight, Bob has expanded his services, particularly in real estate litigation. As investors

continue to navigate the complexities of the market, he has become a critical resource for those facing legal disputes, bad investments, or unreliable business partners. Whether it's foreclosure actions, property research, or preparing clients for sheriff sales, his practice has grown into a full-scale real estate law operation that extends beyond standard transactions.

"We do more than just show up at closings," Bob says. "Being present at buyer-side closings is important, but what really differentiates my firm is the comprehensive, hands-on approach we take throughout the entire process. I don't just handle paperwork; I make sure clients are protected every step of the way."

Bob has also built a strong team to ensure seamless service. One of his most recent additions, Megan Muradian, the team's closer, has been instrumental in making sure every file is prepared

well-ahead of closing. "We don't wait until the last minute," he explains. "We aim to have everything ready a week in advance, particularly on the sell side, so there are no surprises. When our clients walk into the closing room, we want them to feel confident and stress-free."

That proactive approach is why REALTORS® continue to rely on him. He prides himself on being a one-stop solution for all real estate legal needs, going above and beyond to ensure client success and satisfaction. More than just an attorney, Bob is a problem-solver for REALTORS®.

"For REALTORS®, my business offers much more than standard closing services," he explains. And it's because Bob saw his clients' needs and met them: After several clients voiced their concerns over losing money in real estate partnerships, Bob took up the challenge and recovered six-figure losses in court. Then, after meeting



with two clients who made an ill-advised purchase at a sheriff sale, Bob started working directly with investors who attend sheriff auctions, assisting them not only with research, but also attending court and removing any [unauthorized] occupants.

Bob's depth of knowledge makes him an invaluable resource not only for his clients, but also for the entire real estate industry. He serves as the co-chair of the Residential Real Property

Law Committee for the Chicago Bar Association; sits on the Real Estate Law Section Council for the Illinois State Bar Association; and is actively involved in the Legislative Committee for the Illinois Real Estate Lawyers Association. His work with these organizations led to the presentations he gives on the new Chicago Northwest Side Preservation Ordinance and to educating the real estate community on how to navigate its challenges. Bob has also been a resource for both the legal and REALTOR®

communities in helping to ensure income properties in the 606 area of Chicago can close on time.

Looking ahead, Bob plans to continue growing his firm while maintaining the level of personalized service his clients expect. As his practice expands, he remains committed to providing REALTORS® and their clients with expert legal guidance that makes transactions seamless and stress-free. He's also focused on working smarter, not just harder.

"I've learned that success isn't just about grinding; it's about optimizing," he says. "By refining our processes, implementing better workflows, and delegating effectively, we can continue to grow without sacrificing quality."

Outside of work, Bob's personal life has also evolved. His son, Carter, now seven, is active in baseball and loves being involved with the Cub Scouts. So Bob, despite it being a new challenge for him, has taken on the role of a den leader to support his son's passion. Balancing work and family life can be demanding, but Bob finds it incredibly rewarding. "At the end of the day, family is everything," he says. "Every moment I get to spend with my wife, Sarah, and Carter is time well spent."

Bob's dedication to his family and industry is clear. He says of his firm, "We're proud of our collaborative approach to working with both agents and their clients because we've seen how it fosters a strong sense of trust and satisfaction. We're dedicated to enhancing a thriving real estate community that benefits everyone involved."



Bob and his family enjoying a beach day.



"I'VE LEARNED
THAT SUCCESS
ISN'T JUST
ABOUT
GRINDING;
IT'S ABOUT
OPTIMIZING..."

**CONTACT
US!**

For a legal partner who goes beyond the closing table, contact Bob and his team at Floss Law, LLC. They are ready to provide the expertise and dedication your clients deserve. Call 224-326-2903, email Bob at bob@flosslaw.com, or visit flosslaw.com to learn more.

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING

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

the Hechtman Group
Exceptional CPA services for
small businesses with big plans

☎ 847.256.3100

@ info@thehechtmangroup.com

www.thehechtmangroup.com



CHOICE
Home Warranty

**PROTECT AGAINST
Surprise Expenses**

Choose peace of mind and partner with us to take advantage of our award-winning home warranty coverage.

Lori Amato
SENIOR ACCOUNT EXECUTIVE
Lamato@Chwpro.com
847-533-0181 • Chwpro.com





**Keeping It Simple,
From Application
to Closing**

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

Please contact me today.
Rob Jones
Mortgage Sales Leader
NMLS# 616600
e: rob.jones@huntington.com

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






**Turn up the Heat
This Summer
WITH THE PERFECT
CLOSING GIFT!**

Cutco Closing Gifts are Appropriate for the Following Situations:

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

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

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

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

CutAboveGifts.com | CutAboveGifts@gmail.com

CUT ABOVE Gifts **CUTCO**
CLOSING GIFTS

American made since 1949



MICHAEL GRAFF

BY CHRIS MENEZES
PHOTOS BY VISUAL FILMWORKS

ON COURSE & IN CONTROL

When Michael Graff got his real estate license in 2019, he wasn't stepping into the industry on a whim—he was stepping into it with purpose. "I've always been entrepreneurial," he says. "I wanted to be in a business where your efforts are proportional to your income." Real estate gave him exactly that: a path where he could control his own destiny.

Michael grew up in the northwest suburbs of Chicago, not far from where he lives and works now. While earning his BBA in marketing from the Quinlan School of Business at Loyola University Chicago, he did door-to-door sales during the summers. "It wasn't glamorous," he says, "but it taught me hustle, resilience, and how to keep going—even when it's uncomfortable."

That foundation helped Michael build the grit required to navigate the early stages of a real estate career. "There were setbacks," he admits, "but stagnation was never an option. I had no choice but to move forward."

Today, Michael is a rising force in the North Shore market, known not just for how he works, but how he thinks. He's deliberate, analytical, and quietly confident. He's also not afraid to challenge conventional wisdom. "I think young agents can feel discouraged when older agents try to flex their years of experience," he says. "But



I always tell new agents that they can be just as capable. Confidence and a willingness to step outside of your comfort zone matter just as much."

That mindset has paid off. Over the last six years, Michael has built a strong reputation for maximizing seller returns—especially in the luxury single-family market, where pricing and presentation require precision. "We're not just throwing listings up and hoping they'll sell. We're making smart moves, implementing strategy, and

going for maximum value. That takes more than nice photos. That takes skill."

Michael runs the Graff Group alongside his mother, Sheryl Graff—a powerhouse in her own right with a background in finance and over a decade of experience in real estate. Together, they bring what he calls "a complementary skill set." "We're a dynamic duo," he says. "We bring different perspectives, and that works in our clients' favor." The balance is key: while big teams often lose the personal touch, the Graff



Michael with his mother, Sheryl.



“
Helping
people build
wealth while
building your
own—that’s
the dream...
and we get
to do that
every day.”

Group is intentional about staying hands-on, and they are always client-focused.

Ask Michael what part of the business he finds most rewarding, and his answer is simple: referrals. “It’s the trust,” he says. “When someone sends a friend or family member your way, that means everything. That means you did something right.”

Right now, his focus is on brand growth and system optimization—building a foundation that allows for smart expansion. But even as he grows the Graff Group, Michael isn’t chasing volume for the sake of it. His version of success is more grounded: “It’s about being healthy, having financial freedom and freedom of time, and

sharing that with the people I care about.”

That balance—between drive and presence—shows up in his life outside of work, too. Michael loves to ski, stay active, explore new places, and take long drives or motorcycle rides to clear his head. He spends a lot of time with his family, often heading up to Wisconsin or down to the beach in Florida. “Those moments matter,” he says. “I work hard, but I make time for what’s important.”

He’s also a car guy—something he could talk about all day, and he loves digging into the stock market and investing, especially when he can spot long-term potential. “If I could go back and tell my twenty-five-year-

old self anything, it’d be: ‘Buy more NVDA stock,’” he says, laughing.

Michael’s future in real estate is bright—not just because of the deals he’s doing, but also because of the steady, focused way he approaches his work. He’s building something long-term, something rooted in trust, strategy, and consistency. “Helping people build wealth while building your own—that’s the dream,” he says. “And we get to do that every day.”

In a business that’s always evolving, Michael’s compass stays steady: keep growing, keep showing up, and never lose sight of what matters. As he puts it, “I’ve been fortunate to get where I am. And I’m just getting started.

WE HELP YOU REACH YOUR 2025 HOME GOALS In ALL 50 states!



Let’s Make Your Real Estate Dreams Come True in 2025!

Medical Professionals Program; with up to 100% mortgage financing for varied medical disciplines, such as: Medical Doctors, Dentists, Veterinarians, Pharmacists, Psychiatrists, Chiropractors, etc.

Relationship Pricing Mortgage Discounts; when opening banking, brokerage, and/or retirement dollars.

Nationwide Construction to Permanent New Home Construction and Home Renovation; primary and second homes, plus investment properties.

Portfolio Mortgage Lending for added flexibility.

Extensive Grants & down payment assistance (DPA) programs; for first-time home buyers.



BRIAN R. JESSEN
Senior Vice President & Sr. Lender
NMLS# 205801
CELL 847.712.0830
.....
BJessen@Wintrust.com
WintrustMortgage.com/Brian-Jessen
727 N Bank Ln, Lake Forest, IL 60045

CALL ME TODAY!
Let’s have a
conversation.



Restrictions apply depending on program selected. Programs rates, terms, and conditions are subject to change at any time and without notice. All approvals are subject to underwriting guidelines. Wintrust Mortgage is a division of Barrington Bank & Trust company, N.A., a Wintrust Community Bank NMLS #449042. © 2025 Wintrust Mortgage.



Editorial • Events • Portraiture

photoep.com
414-375-9559
elliott@photoep.com

Thorough Guidance.
Efficient Communication.
Honest Counsel.



Matthew F. Howeth, Attorney at Law
Howeth Law LLC (847) 915-6135
1580 S. Milwaukee Ave., Suite 302
Libertyville, IL 60048



Goosehead agents work directly
with lenders and realtors to help
transactions close smoothly.



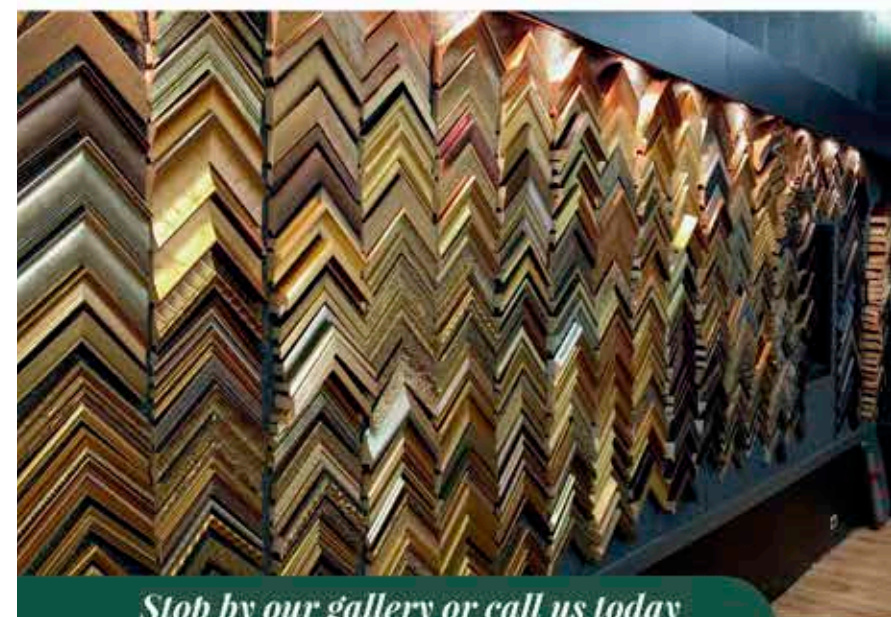
KEVIN BOGGS
Agency Owner
License #:3000134505

630-365-7248 | kevin.boggs@goosehead.com
181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108
agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st

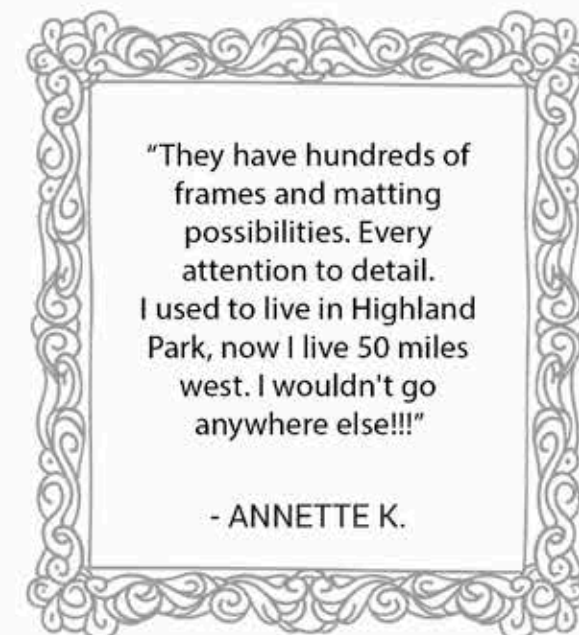


COMPLETE FRAMING, PRINTING, AND INSTALLATION SERVICES

At Princeton Frame, we offer more than just custom framing. We provide a full suite of services including custom printing, mirror framing, and expert delivery and installation. With over 40 years of experience, we ensure that every piece is framed and displayed beautifully—from start to finish.



Stop by our gallery or call us today
to speak with a framing expert!



PRINCETON
FRAME & ART GALLERY
an Artmill Group Company

(847) 432-1930 • Princeton-Frame.com • 1844 1ST STREET • HIGHLAND PARK, IL 60035

REAL DEAL BOOK CLUB: Must-Reads for Real Estate’s Most Successful Players

Good to Great by Jim Collins



Good to Great by Jim Collins explores why some companies manage to make a lasting leap from mediocrity to excellence while others falter or remain stuck in place. Based on extensive research, Jim and his team studied companies that made and sustained substantial performance improvements and distilled their findings into principles that drive enduring success.

Jim identifies key characteristics that distinguish “great” companies from merely “good” ones, including disciplined leadership, a culture of accountability, and a relentless focus on core strengths. He introduces the concept of the “Hedgehog Principle,” which emphasizes that great companies focus on what they can be best at, what drives their economic engine, and what ignites their passion. Jim also explores the importance of “Level 5 Leadership,” which combines humility with fierce determination, as well as the value of building the right team before pursuing the right strategies.

This book offers timeless insights for real estate professionals and business owners alike, showing that greatness is achievable by anyone willing to

prioritize consistent, strategic growth. Here are three key takeaways from *Good to Great*:

The Right People First: Success starts with assembling the right team before setting your strategy. Collins argues that putting the right people in the right roles builds a foundation for long-term success.

Level 5 Leadership: Great leaders blend humility with unwavering resolve. They prioritize the company’s success over their own ego, enabling sustainable growth through vision, integrity, and determination.

Focus on Core Strengths (The Hedgehog Concept): Companies that reach greatness hone in on what they do best, what drives profitability, and what they’re passionate about. This principle helps agents and businesses alike to stay focused on core strengths and avoid distractions.

JUST FINISHED READING A BOOK YOU’D LIKE TO SHARE? REACH OUT TO MELISSA LOPEZ AT MELISSA.LOPEZ@REALPRODUCERSMAG.COM SO THAT WE CAN HIGHLIGHT YOU IN A FUTURE ISSUE.

Keeping Your Trees Healthy & Beautiful!



PRUNING

CABLING
& BRACING

STORM DAMAGE

FERTILIZATION
& SOIL CARE

PLANT ANALYSIS
& DIAGNOSTICS

INSECT & DISEASE
MANAGEMENT



1960 Old Willow Rd | Northbrook, IL 60062
847-559-9424 | www.bartlett.com

Treat Your Clients Like Rock Stars!

Partner with John Noyes today!

"John is my go-to lender, period! Whether it's a first-time homebuyer or someone jumping back into the mix, John ensures the process is smooth, seamless and stress-free. He always puts my clients in the best position to secure their dream home."

- Benjamin Geerts, Real Estate Consultant | @properties Christie's International Real Estate

John Noyes

SVP of Mortgage Lending
NMLS# 214555
O: 872-250-3623 | C: 773-213-1339
John.Noyes@myccmortgage.com
CrossCountryMortgage.com/John-Noyes





**CROSSCOUNTRY
MORTGAGE™**

CrossCountry Mortgage | 909 Davis Street, Suite 500, Office 110, Evanston, IL 60201
Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Illinois Residential Mortgage Licensee.
CrossCountry Mortgage, LLC. NMLS# 3029 NMLS# 1949573 (www.nmlsconsumeraccess.org).

SAVE THE DATE

FOR

RP *Elevate*

SEPTEMBER 29 & 30, 2025

LOEWS ARLINGTON HOTEL & CONVENTION CENTER

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



MOLLY BLOOM

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



RORY VADEN

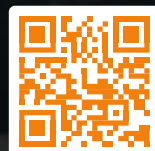
New York Times bestselling author of "Take the Stairs"



REMINGTON RAMSEY

Creator of Real Producers, host of Real Producers Podcast

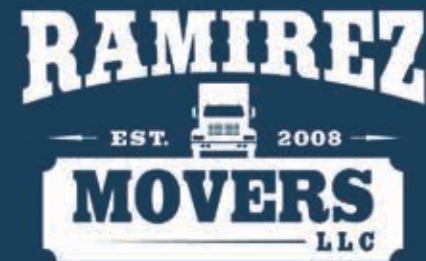
Tickets are limited! Reserve your spot today at rpelevate.com.



SPONSORSHIP OPPORTUNITIES AVAILABLE

Helping Your Clients Make
Smooth Moves

All Summer Long



LICENSED & INSURED
LOCAL AND LONG-DISTANCE

773-999-5902

Ramirez_Movers@yahoo.com

MORTGAGE  FORWARD

Your Trusted Mortgage Partner in Every Deal

At Mortgage Forward, we make your job easier with streamlined, hassle-free mortgage solutions. Partner with Marcos Gonzalez for personalized, dependable service and financing options that keep your deals on track.

Marcos Gonzalez

Mortgage Loan Originator

marcosg@glcu.org

NMLS# 1776056

O: (847) 578-8877 | C: (224) 258-2773



TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Daynae	Gaudio	150	\$59,017,480	0	\$0	150	\$59,017,480
2	John	Morrison	26.5	\$23,676,500	15	\$23,682,000	41.5	\$47,358,500
3	Jane	Lee	42	\$29,458,566	25	\$16,496,230	67	\$45,954,796
4	Jena	Radnay	7.5	\$21,890,000	4	\$13,950,000	11.5	\$35,840,000
5	Connie	Dornan	19.5	\$18,640,695	14	\$14,481,800	33.5	\$33,122,495
6	Milena	Birov	4.5	\$21,575,000	0	\$0	4.5	\$21,575,000
7	Craig	Fallico	14	\$11,365,000	14.5	\$9,523,000	28.5	\$20,888,000
8	Holly	Connors	16	\$11,258,500	14.5	\$9,367,157	30.5	\$20,625,657
9	Jacqueline	Lotzof	7	\$6,740,500	11.5	\$13,213,000	18.5	\$19,953,500
10	Nicholas	Solano	29	\$18,466,610	0	\$0	29	\$18,466,610
11	Marlene	Rubenstein	4	\$3,549,000	8.5	\$14,790,750	12.5	\$18,339,750
12	Pat	Kalamatas	38.5	\$17,128,818	2	\$751,000	40.5	\$17,879,818
13	Maria	DelBoccio	20	\$13,583,499	7	\$4,269,450	27	\$17,852,949
14	Leslie	McDonnell	20	\$9,200,000	15	\$8,218,700	35	\$17,418,700
15	Jim	Starwalt	11	\$5,041,000	34.5	\$12,063,256	45.5	\$17,104,256
16	Andra	O'Neill	7.5	\$14,658,677	2	\$1,803,700	9.5	\$16,462,377
17	Linda	Levin	3	\$3,741,900	5	\$12,035,000	8	\$15,776,900
18	Kim	Alden	9	\$4,352,500	29	\$11,167,725	38	\$15,520,225
19	Sarah	Leonard	14.5	\$6,167,495	23.5	\$8,903,164	38	\$15,070,659
20	Matthew	Messel	6	\$3,067,025	19.5	\$11,880,342	25.5	\$14,947,367
21	Cathy	Oberbroeckling	30	\$14,635,766	0	\$0	30	\$14,635,766
22	Susan	Maman	2	\$3,614,000	6	\$10,210,449	8	\$13,824,449
23	Lisa	Wolf	15.5	\$8,337,500	8	\$5,011,998	23.5	\$13,349,498
24	Michael	Thomas	10.5	\$9,010,100	6	\$4,045,000	16.5	\$13,055,100
25	Paige	Dooley	3	\$8,490,000	2	\$4,400,000	5	\$12,890,000
26	Beth	Wexler	4.5	\$4,723,250	8.5	\$8,057,500	13	\$12,780,750
27	Rafay	Qamar	13	\$6,806,000	10	\$5,782,399	23	\$12,588,399
28	Vittoria	Logli	5	\$6,264,000	4.5	\$6,311,000	9.5	\$12,575,000
29	Robbie	Morrison	12	\$7,556,005	8	\$4,245,905	20	\$11,801,910
30	Megan	Mawicke Bradley	3	\$5,098,875	5.5	\$6,532,500	8.5	\$11,631,375
31	Cory	Green	2	\$1,824,000	11	\$9,796,400	13	\$11,620,400
32	Dean	Tubekis	11	\$6,955,500	15.5	\$4,554,075	26.5	\$11,509,575
33	Pam	MacPherson	5.5	\$4,536,750	7.5	\$6,616,500	13	\$11,153,250
34	Danny	McGovern	9	\$7,363,500	4	\$3,761,000	13	\$11,124,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kelly	Malina	24	\$10,834,285	0	\$0	24	\$10,834,285
36	Anne	Hardy	6	\$5,490,000	6	\$4,730,500	12	\$10,220,500
37	Missy	Jerfita	5.5	\$5,647,250	5	\$4,300,250	10.5	\$9,947,500
38	Jeff	Ohm	5	\$7,538,543	2	\$2,369,043	7	\$9,907,586
39	Jamie	Hering	14	\$5,571,425	10	\$4,253,325	24	\$9,824,750
40	Alissa	McNicholas	3.5	\$3,610,125	3	\$5,856,000	6.5	\$9,466,125
41	Julie	Miller	0	\$0	3	\$9,320,000	3	\$9,320,000
42	Judy	Greenberg	5.5	\$3,256,067	9.5	\$5,959,615	15	\$9,215,682
43	Kelly	Dunn Rynes	0	\$0	3	\$9,205,959	3	\$9,205,959
44	Annette	Blumberg	1	\$9,200,000	0	\$0	1	\$9,200,000
45	Ted	Pickus	3.5	\$4,357,500	5	\$4,838,000	8.5	\$9,195,500
46	Nancy	Gibson	6	\$7,579,381	2	\$1,609,000	8	\$9,188,381
47	Bonnie	Tripton	2	\$3,749,000	2	\$5,324,000	4	\$9,073,000
48	Grace	Flatt	3	\$6,230,000	2	\$2,685,000	5	\$8,915,000
49	Mary	Summerville	5	\$3,412,750	11	\$5,462,138	16	\$8,874,888
50	Amy	Derango	6.5	\$3,701,500	7	\$4,687,900	13.5	\$8,389,400

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



Your Reliable Partner For All Your Mortgage Needs


newamerican
FUNDING

Martin Lorenzen | Branch Manager

NMLS# 2010122

(815)–934–9395
Marty.Lorenzen@nafinc.com | naf.com/MartyLorenzen
20529 La Grange Rd, Unit M, Frankfort, IL 60423

“Marty and his team were very transparent regarding the expectations as well as upcoming tasks throughout the entire process. He was always available to take my calls and explained the process thoroughly to me in an understandable way.”

Equal Housing Opportunity. This is not a loan commitment or guarantee of any kind. Terms and conditions apply. Subject to borrower and property qualifications. Not all applicants will qualify. Rates and terms are subject to change without notice. All mortgage loan products are subject to credit and property approval. © New American Funding, LLC. NMLS #6606. nmlsconsumeraccess.org. Corporate office 14511 Myford Rd., Ste 100, Tustin, CA 92780. Phone: (800) 450-2010. https://www.newamericanfunding.com/



THE BOLD LOOK
OF **KOHLER**®

STUDIO41
HOME DESIGN SHOWROOM

KITCHEN • BATH • DECORATIVE HARDWARE • CHICAGO NORTH SHORE & SUBURBS • STUDIO41.COM

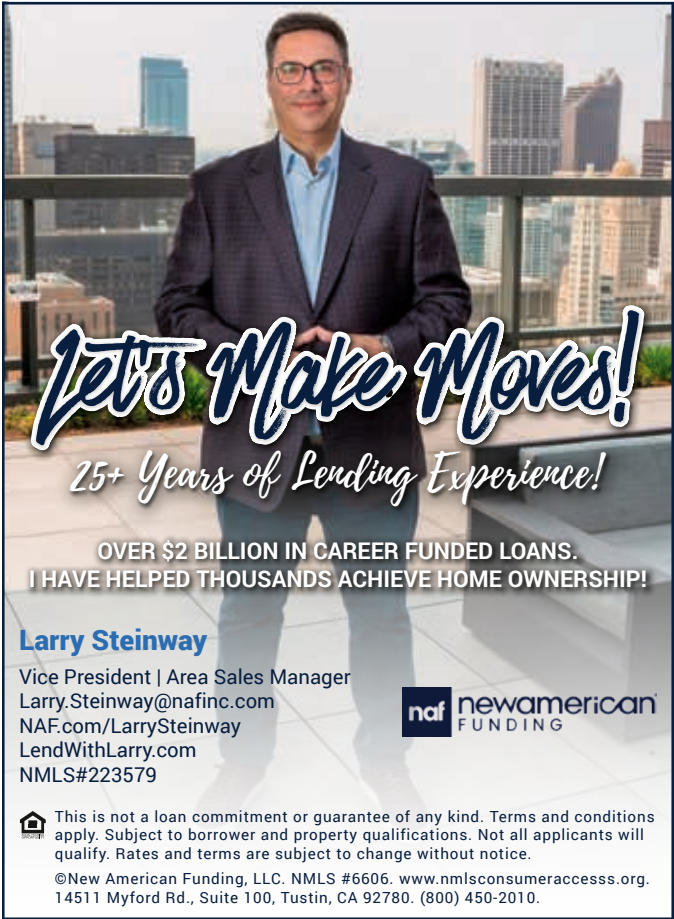


JOE CASTELLO PHOTOGRAPHY



**PROFESSIONAL
PHOTOGRAPHY**
FOR REAL ESTATE
PROFESSIONALS


773-842-3145
JOECASTELLOPHOTOGRAPHY.COM
JOECASTELLOPHOTOGRAPHY@GMAIL.COM




Let's Make Moves!
25+ Years of Lending Experience!

OVER \$2 BILLION IN CAREER FUNDED LOANS.
I HAVE HELPED THOUSANDS ACHIEVE HOME OWNERSHIP!

Larry Steinway
Vice President | Area Sales Manager
Larry.Steinway@nafinc.com
NAF.com/LarrySteinway
LendWithLarry.com
NMLS#223579



 This is not a loan commitment or guarantee of any kind. Terms and conditions apply. Subject to borrower and property qualifications. Not all applicants will qualify. Rates and terms are subject to change without notice.
©New American Funding, LLC. NMLS #6606. www.nmlsconsumeraccess.org.
14511 Myford Rd., Suite 100, Tustin, CA 92780. (800) 450-2010.

PROTECT WHAT MATTERS!

**FIRST TIME
HOMEBUYERS**



Why you need Achosa more than ever?

1

The Power to Choose. Work with your preferred contractor for repairs.

2

Affordable Peace of Mind - Comprehensive Coverage

3

Fast, Simple Claims Process - No long waits, just quick solutions




KIM BISAILLON
SENIOR SALES EXECUTIVE
13 YEARS IN THE BUSINESS

CALL OR TEXT ME NOW!

847.975.6706
kimb@achosahw.com

USE CODE:
1STTIMEHOMEBUYER

**\$100
OFF**



SCAN ME!

TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lori	Nieman	2	\$1,535,000	2	\$6,612,000	4	\$8,147,000
52	Lyn	Wise	5	\$3,791,000	5	\$4,347,000	10	\$8,138,000
53	Grace	Kaage	1	\$3,988,472	3	\$4,130,000	4	\$8,118,472
54	Shaunna	Burhop	10	\$6,490,500	3	\$1,542,000	13	\$8,032,500
55	Kathryn	Mangel	1.5	\$1,964,500	2	\$6,050,000	3.5	\$8,014,500
56	Tara	Kelleher	6	\$4,088,000	5	\$3,842,400	11	\$7,930,400
57	Yuriy	Nydza	2	\$564,000	20	\$7,308,131	22	\$7,872,131
58	Julie	Schultz	7	\$6,592,500	2	\$1,200,000	9	\$7,792,500
59	Susan	Teper	4.5	\$5,669,000	2	\$2,030,000	6.5	\$7,699,000
60	John	Mawicke	3	\$5,098,875	1.5	\$2,537,500	4.5	\$7,636,375
61	Paul	Gorney	2	\$5,950,000	1	\$1,550,000	3	\$7,500,000
62	Amy	Diamond	13.5	\$5,756,530	3	\$1,737,500	16.5	\$7,494,030
63	Beth	Alberts	0	\$0	6	\$7,259,687	6	\$7,259,687
64	David	Schwabe	8	\$3,568,000	7.5	\$3,671,490	15.5	\$7,239,490
65	Susan	Amory Weninger	0.5	\$637,500	5	\$6,555,825	5.5	\$7,193,325
66	Lori	Baker	3.5	\$3,610,125	2	\$3,540,000	5.5	\$7,150,125
67	Honore	Fruментino	2.5	\$1,977,938	4	\$5,051,500	6.5	\$7,029,438
68	Caroline	Starr	5.5	\$3,445,500	6	\$3,568,824	11.5	\$7,014,324
69	Elias	Masud	0.5	\$140,000	10	\$6,870,900	10.5	\$7,010,900
70	Diana	Matichyn	12	\$4,151,399	7	\$2,829,999	19	\$6,981,398
71	Erica	Goldman	2	\$6,970,000	0	\$0	2	\$6,970,000
72	Katie	Hauser	1.5	\$2,522,500	3	\$4,294,000	4.5	\$6,816,500
73	Susan	Burklin	5	\$3,306,000	4	\$3,460,000	9	\$6,766,000
74	Frank	Denovi	13	\$6,716,500	0	\$0	13	\$6,716,500
75	Heather	Fowler	2	\$4,492,500	2	\$2,165,000	4	\$6,657,500
76	Nancy	Adelman	1	\$875,000	2	\$5,710,000	3	\$6,585,000
77	Anne	Dubray	4	\$2,700,000	5	\$3,802,366	9	\$6,502,366
78	Michael	Lafido	1	\$6,500,000	0	\$0	1	\$6,500,000
79	Lindsey	Kaplan	5	\$2,677,912	7	\$3,786,500	12	\$6,464,412
80	Linda	Little	12.5	\$6,429,718	0	\$0	12.5	\$6,429,718
81	Cheryl	Bonk	12.5	\$6,429,718	0	\$0	12.5	\$6,429,718
82	Nathan	Freeborn	2	\$2,530,000	4	\$3,813,000	6	\$6,343,000
83	Gregorio	Cirone	3.5	\$2,390,000	7	\$3,943,750	10.5	\$6,333,750
84	Jodi	Cinq-Mars	6	\$2,164,000	9.5	\$4,161,000	15.5	\$6,325,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Brandy	Isaac	4	\$4,545,000	2	\$1,779,500	6	\$6,324,500
86	Jean	Anderson	2	\$3,719,500	1.5	\$2,575,318	3.5	\$6,294,818
87	Ralph	Milito	6	\$4,335,000	3	\$1,934,000	9	\$6,269,000
88	Anna	Klarck	8	\$4,486,000	6	\$1,765,900	14	\$6,251,900
89	Sean	Dailey	2	\$4,125,000	1	\$2,125,000	3	\$6,250,000
90	Carrie	McCormick	1	\$1,275,000	2	\$4,975,000	3	\$6,250,000
91	Marina	Carney	1	\$1,530,000	2	\$4,675,000	3	\$6,205,000
92	Katherine	Harris	0	\$0	2	\$6,054,976	2	\$6,054,976
93	Mary	Grant	1	\$265,000	4	\$5,730,000	5	\$5,995,000
94	Joey	Gault	4	\$4,577,250	1.5	\$1,412,500	5.5	\$5,989,750
95	Joanne	Hudson	3.5	\$4,611,500	1	\$1,335,000	4.5	\$5,946,500
96	Tyler	Lewke	2.5	\$951,250	12.5	\$4,965,322	15	\$5,916,572
97	Rutul	Parekh	4	\$984,100	17	\$4,911,601	21	\$5,895,701
98	Margie	Brooks	2	\$2,768,000	3	\$3,117,500	5	\$5,885,500
99	Katie	Cassman	0.5	\$357,000	2	\$5,500,000	2.5	\$5,857,000
100	Sara	Sogol	9	\$5,372,900	1	\$450,000	10	\$5,822,900

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



HELPING REALTORS... HELP VETERANS

VETERANS

useyourVAloans.com



Brent Kenyon
Vice President of Mortgage Lending
(773) 410-0696 Office: (847) 327-1716
NMLS # 789861

200 N. Fairway Drive Suite 212 Vernon Hills, IL 60061 NMLS # 789865



HOME BEGINS HERE.

Focused on Mortgages. Dedicated to your Dreams.

Mark Johnson
The Federal Savings Bank
Senior Vice President
NMLS#697453
Direct (708) 710-8530
mjohnson@thefederalsavingsbank.com
WWW.THEFEDERALSAVINGSBANK.COM/MARKJOHNSON

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

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

BLAIR CROWN DESIGN
224-707-0138
BLAIR@BLAIRCROWNDDESIGN.COM

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

Susan J. Kim

Residential Real Estate
Commercial Real Estate
Corporate & Estate Planning

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

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

SUSAN J. KIM, LLC
ATTORNEY AT LAW

Direct: 847.906.3166
Office: 224.403.3131
susan@sjkimlaw.com

MULTILINGUAL
English, Korean, and Spanish

Solar Inspections SIMPLIFIED

for the New 8.0
Real Estate Contract

Clearly understand and communicate solar system conditions and values.

**Mention this Ad to Receive
10% Off Solar Inspection Services**

powered by
Sprk

Call, TEXT or email us
to learn more!
800-821-1820
Request@BrickKicker.com

BOOK ONLINE

INSPECTION SERVICES

TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Jody	Dickstein	1	\$965,000	3	\$4,825,000	4	\$5,790,000
102	Lori	Rowe	4	\$3,273,000	4.5	\$2,483,500	8.5	\$5,756,500
103	Jesus	Perez	6	\$1,689,900	13	\$4,031,800	19	\$5,721,700
104	Vaseekaran	Janarthanam	4	\$2,035,500	8	\$3,659,000	12	\$5,694,500
105	Jodi	Taub	1	\$755,000	3	\$4,865,000	4	\$5,620,000
106	Dawn	McKenna	1	\$5,500,000	0	\$0	1	\$5,500,000
107	Julia	Alexander	10	\$2,801,000	7	\$2,628,490	17	\$5,429,490
108	Victoria	Stein	5	\$2,972,000	3	\$2,454,500	8	\$5,426,500
109	David	Pickard	7	\$2,583,500	8	\$2,806,500	15	\$5,390,000
110	Stephanie	Absler-Orsi	2.5	\$1,887,250	1	\$3,500,000	3.5	\$5,387,250
111	Laura	Fitzpatrick	1	\$1,957,000	3	\$3,388,000	4	\$5,345,000
112	Debbie	Glickman	3.5	\$2,037,000	4	\$3,260,000	7.5	\$5,297,000
113	Zack	Matlin	1.5	\$2,522,500	1	\$2,750,000	2.5	\$5,272,500
114	Winfield	Cohen	6.5	\$2,365,000	7	\$2,772,300	13.5	\$5,137,300
115	Connie	Antoniou	5.5	\$3,355,000	3	\$1,780,000	8.5	\$5,135,000
116	Susan	Behringer	1	\$5,100,000	0	\$0	1	\$5,100,000
117	Lauren	Dettmann	12	\$4,765,000	1	\$325,000	13	\$5,090,000
118	Ryan	Cherney	14	\$5,077,055	0	\$0	14	\$5,077,055
119	Pradeep	Singh	5	\$2,334,900	5	\$2,708,770	10	\$5,043,670
120	Donna	Mercier	2	\$2,793,000	1	\$2,250,000	3	\$5,043,000
121	Sylvia	Chliborob	4	\$1,886,000	4	\$3,152,500	8	\$5,038,500
122	Esther	Zamudio	5.5	\$1,655,900	9	\$3,381,890	14.5	\$5,037,790
123	Alan	Berlow	4	\$3,805,000	1	\$1,200,000	5	\$5,005,000
124	Eve	Bremen	1	\$5,000,000	0	\$0	1	\$5,000,000
125	Annika	Valdiserri	1	\$3,300,000	1	\$1,690,000	2	\$4,990,000
126	Katherine	Hudson	1	\$1,366,000	3	\$3,593,750	4	\$4,959,750
127	Jenifer	McCartney	4	\$4,958,000	0	\$0	4	\$4,958,000
128	Timothy	Dannegger	3.5	\$1,229,000	5	\$3,727,210	8.5	\$4,956,210
129	Susan	Sullivan	3	\$4,085,000	1	\$865,000	4	\$4,950,000
130	Elise	Rinaldi	3	\$3,126,000	1	\$1,815,000	4	\$4,941,000
131	Beth	Bellantuono	4	\$1,558,800	7	\$3,351,505	11	\$4,910,305
132	Sarah	Toso	7	\$4,877,485	0	\$0	7	\$4,877,485
133	Amy	Foote	6.5	\$2,265,500	5	\$2,610,500	11.5	\$4,876,000
134	Gloria	Matlin	1.5	\$2,522,500	1	\$2,325,000	2.5	\$4,847,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Alyson	Tesar	1	\$1,587,500	3	\$3,227,000	4	\$4,814,500
136	Donna	Mancuso	2	\$3,719,500	0.5	\$1,075,318	2.5	\$4,794,818
137	David	Chung	0	\$0	5	\$4,774,000	5	\$4,774,000
138	Frank	Capitanini	1	\$2,763,500	2	\$2,010,000	3	\$4,773,500
139	Dawn	Bremer	7	\$2,316,850	7.5	\$2,452,000	14.5	\$4,768,850
140	Matt	Laricy	3	\$1,343,500	5	\$3,395,000	8	\$4,738,500
141	Melissa	Siegal	3	\$2,110,000	5	\$2,623,000	8	\$4,733,000
142	Howard	Meyers	2	\$3,446,000	1	\$1,225,000	3	\$4,671,000
143	Meredith	Pierson	4.5	\$4,639,750	0	\$0	4.5	\$4,639,750
144	Amy	Philpott	2	\$2,240,000	4	\$2,335,000	6	\$4,575,000
145	Lisa	Trace	5	\$4,565,750	0	\$0	5	\$4,565,750
146	Samantha	Trace	5	\$4,565,750	0	\$0	5	\$4,565,750
147	Eileen	Chambers	1	\$4,554,976	0	\$0	1	\$4,554,976
148	Meredith	Schreiber	3	\$1,677,250	5	\$2,848,500	8	\$4,525,750
149	Benyamin	Lalez	0.5	\$237,500	7.5	\$4,282,500	8	\$4,520,000
150	Tamara	Kasey	0	\$0	1	\$4,495,000	1	\$4,495,000

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



Win the Listing

Bring a Net Sheet to your next listing appointment.
Show your client how much they will net
from the transaction and seal their decision!



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

David Frank, Esq.
Real Estate Attorney
Available nights and weekends 773.255.6499

Email David these 6 things
and we'll send you a **FREE**
Net Sheet within 24 hours.

- Purchase Price
- Closing Date
- PIN
- Approximate Mortgage Balance
- Total Commission Rate
- Any Applicable Monthly Assessments

Send to:
david@frankesq.com

OriginPoint

Buy your dream home now.
Sell the old later.

Our Departing Residence Program allows you to qualify on a new home purchase and we can exclude all mortgage payments on the departing residence...even if no contract to sell is in place.



If you're looking to move into your new home without selling your old one, this is for you. Don't wait to find your perfect home because you haven't sold your current home.

- Signed letter of intent indicating the intent to list the departure residence for sale within ninety (90) days of closing on your new primary residence
- Departing residence must have a minimum of 20% equity
- Minimum FICO score and maximum debt to income requirements apply
- Maximum loan-to-value of 90% or minimum 10% down payment options on your new purchase
- Eligible borrowers may be able to use bridge or HELOC* options for the down payment on their new purchase. Ask me for more information
- Reserve requirements must be met to qualify

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply.
* For more information visit: originpoint.com/heloc
(20240301-2667165)

Contact me to learn more.



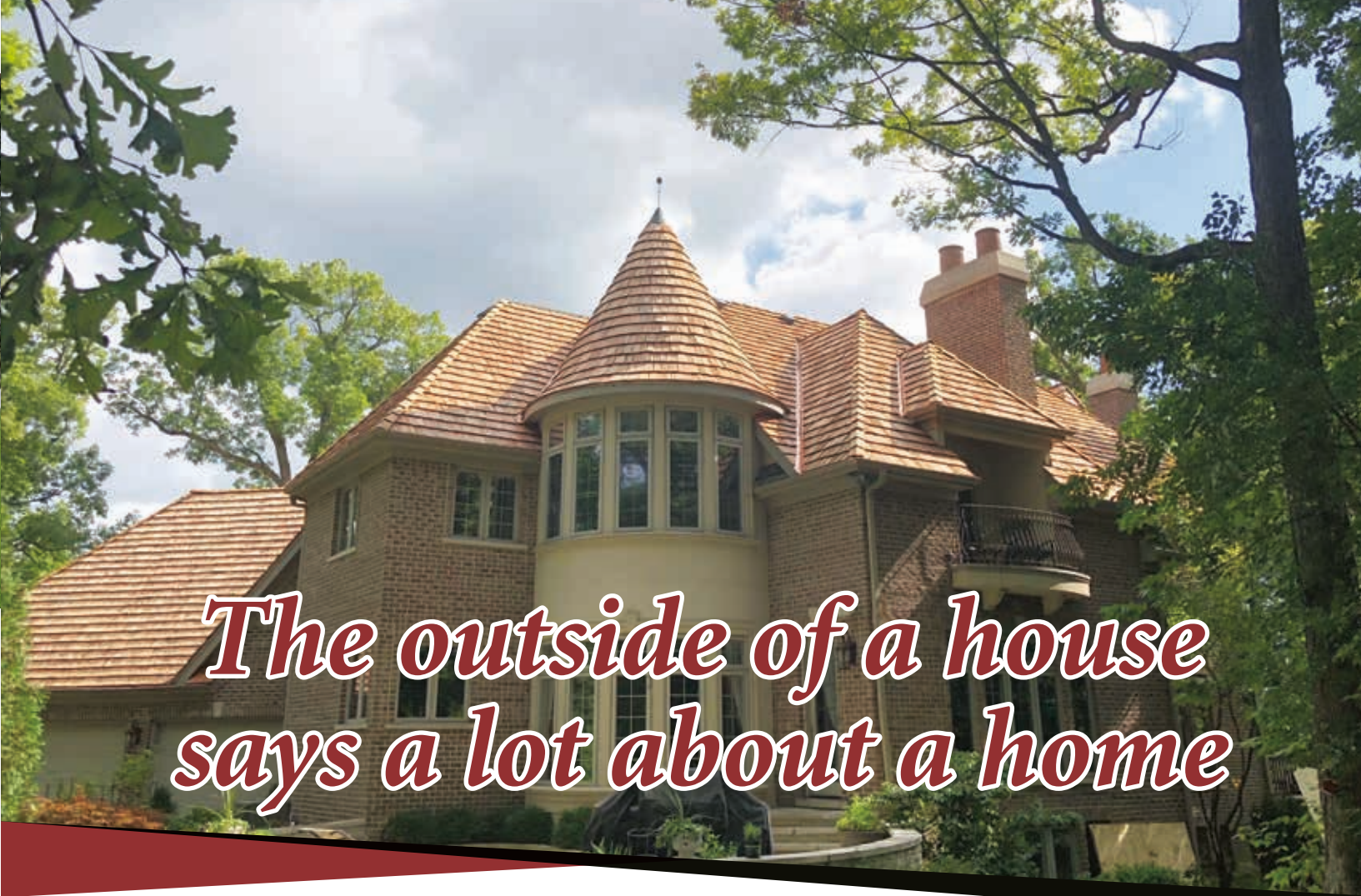
Alex Filin- NMLS: 1433047

VP of Mortgage Lending
Alex@originpoint.com
C: 847.732.8913
1800 W Larchmont Ave, Ste 305
Chicago, IL 60613

OriginPoint



OriginPoint LLC; NMLS #2185899; 1800 W Larchmont Ave Suite 305, Chicago, IL 60613; 773-897-6587. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. Operating in the state of California as OriginPoint Mortgage LLC in lieu of the legal name OriginPoint LLC.



*The outside of a house
says a lot about a home*



ETRUSCAN

GUTTERS & ROOFING

By referring us to your client, we can help improve their home appearance and functionality for a **faster sale.**

*Roofing and Gutter Services in the North Shore from
Evanston to Lake Bluff, IL*

Call us today at 847-926-0085 • etruscanroofing.com



Equal Housing Lender | Illinois Residential Mortgage Licensee.

2412 W North Ave Ste 2F, Chicago, IL 60647
P: 847-859-0020 F: 866-495-1032 **NMLS# 1797943**



Baghir Hamidov

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

Katherine D Bukowski

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103

