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SPRING EVENT:

SWIFT TAVERN
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DETAILS ON
PAGE 48





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Jeff Schneller



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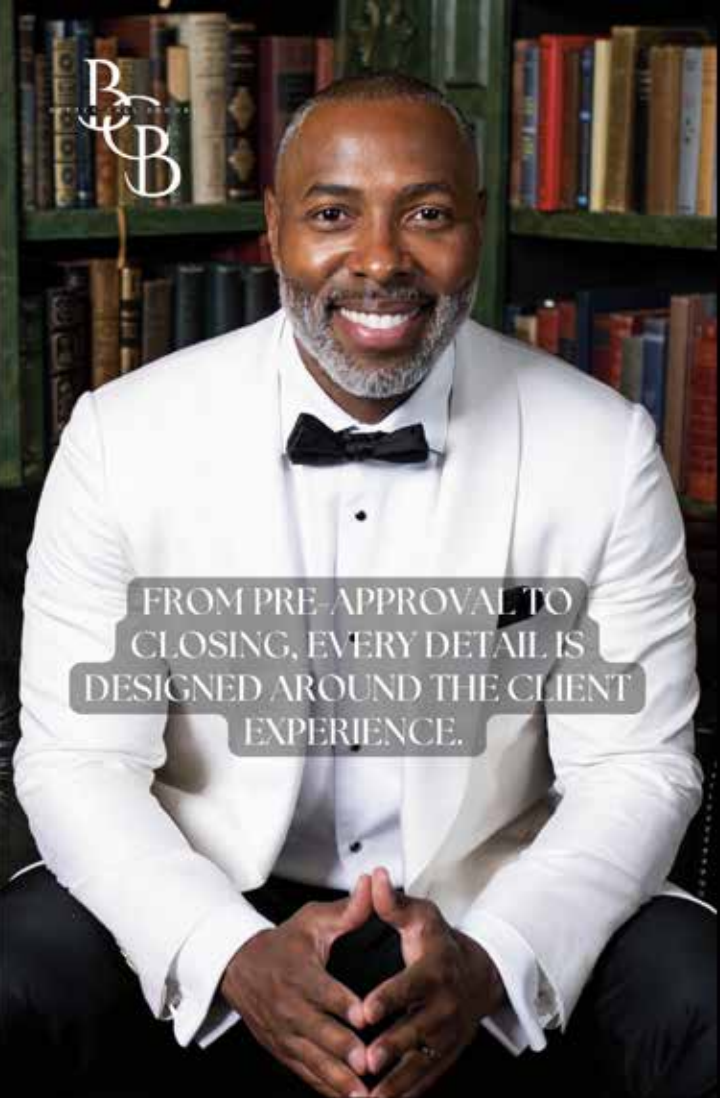
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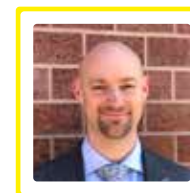
publisher's note

In the winter, Chicagoans tend to forget why we live here. But when the sun comes out and the weather warms up, something shifts—physically, mentally, emotionally, and even spiritually. That first sixty-degree day feels like a fresh start, as if the long, cold months never happened.

This year, our family spent spring break in San Diego. I feel incredibly blessed that my wife is the ultimate planner—carrying the mental load of every possible scenario that could arise on a trip. From packing snacks for the plane and planning kid-friendly activities to coordinating our rental car and carving out downtime each evening, she truly deserves a medal.

It was refreshing to step away from work for a week and be fully present with each other. One highlight was a day at LEGOLAND California—pure joy for all of us! It reminded me of something I hear often from our events: REALTORS® and Partners frequently express how much they appreciate that our platform offers a “break in the action.” This time of year is hectic, and having a space to unplug and connect is more valuable than ever.

We can't wait to see you at our spring event at Swift Tavern in Wrigleyville on Tuesday, May 20th, from 1–4 p.m. We have a full buyout for the afternoon, and it's going to be an incredible time. You'll find all the details on page 48, and you can register using the QR code below.



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Kelly Johnson

BUILDING A CAREER ON CONNECTION AND CARE

BY CHRIS MENEZES • PHOTOS BY SONYA MARTIN

Kelly Johnson never imagined that stepping away from the corporate world to raise her two boys would eventually lead her to a thriving career in real estate. But life has a way of guiding people toward their passions, and for Kelly, that passion turned out to be helping others navigate one of the biggest decisions of their lives: finding a home.

Originally from a small town outside Richmond, Virginia, Kelly’s journey took her to Maryland and Washington, D.C., before she and her husband, Michael, planted roots in Chicago in 2010. The city’s energy, warmth, and sense of community quickly made it feel like home.

“I became a city girl for the first time when I lived in D.C., and I loved every minute of it!” Kelly exclaims. “What I love about Chicago is that everyone is so welcoming, friendly, and down to earth. It was easy to meet people and form new friendships, and friends quickly became family. Chicago truly is home, and it’s the only place I could ever see us living.”

Before diving into real estate, Kelly worked as a service sales representative and account manager for an elevator company—a role that reinforced the importance of building and maintaining strong client relationships. But when her youngest son started kindergarten, she finally had time to focus on what she really wanted.

“I missed interacting with clients and co-workers, but I knew I didn’t want to return to the corporate world,” she



explains. “I wanted a career that used my strong skills in communication, as well as my deep honesty, empathy, and positivity. A career in real estate felt like the best way to blend my interests and personality. I was always interested in design and architecture, and I considered getting my real estate license before we started a family, but the timing wasn’t quite right.”

Earning her license in 2018, Kelly quickly established herself as a dedicated and compassionate REALTOR®. Though stepping into a competitive industry was daunting at first, she found strength in her ability to connect with clients on a personal level. “I worried about how I could compete with top producers, but I realized that being new wasn’t a disadvantage: it allowed me to give my clients my full attention.”

That commitment paid off, leading to referrals, glowing testimonials, and a reputation built on trust. For Kelly, success is about more than sales numbers. “It’s about being recognized and respected for doing something really well. My clients trust me wholeheartedly, and they know I will always be honest and do my best for them.”

Education and communication are at the core of Kelly’s approach. She ensures that her clients feel informed and empowered throughout the process and that expectations are clear from day one. “Buying a home, at any price point, is a huge accomplishment. I love knowing that my clients will make lasting memories in their new homes.” Sellers particularly appreciate Kelly’s gentle approach, understanding that she knows how emotional it can be to get their home ready to market.

Beyond real estate, Kelly’s world revolves around her family. She and Michael, along with their sons Ian (15) and Kipton (13), spend much of their free time at the baseball field. “We’re a baseball family. When I’m not working, you’ll find us cheering on our boys. That’s my happy place.” They also

share a love for travel, whether they’re relaxing on a beach, hiking, or skiing.

Kelly’s passion for helping others extends into her community involvement. Every year, she participates in Habitat for Humanity’s Women Build, fundraising for months and working alongside colleagues at the annual event to help build homes for deserving women in Chicago.

Looking ahead, Kelly sees herself in real estate for decades to come. Her husband often jokes that he’ll become her assistant when he retires, though Kelly’s not entirely sure it’s a joke. “We worked together once before

and were a great team. Michael is my biggest cheerleader, and he’s proud of what I’ve built. I honestly couldn’t do this without his support.”

To those just starting in real estate, Kelly offers this advice: “Be kind and work together. Whether you’re representing the buyer or seller, [remember] we all want the same thing: a smooth, successful transaction. Don’t be intimidated by what others have done before you. Focus on what you can bring to the table—real estate is a marathon, not a sprint.”

Kelly has built her career by staying true to what matters most: relationships. She didn’t set out to be a top producer; she set out to do right by her clients, and the success followed. The same instincts that helped her create a home for her family in a new city now help her guide others in finding theirs. And for Kelly, that’s what real estate has always been about.

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WITH CORBY MORTGAGE

Amidst Change, Experience Matters

BY LAUREN YOUNG
PHOTOS BY SONYA MARTIN

Experience matters. In a changing market, knowledge and adaptability make all the difference,” says Jeff Schneller, COO at Corby Mortgage.

Since we last checked in with Jeff in December 2023, he has been busy proving that experience is the key to navigating an evolving mortgage industry. When interest

rates nearly doubled, the market required agility and insight—both of which Jeff delivers daily for his clients and REALTOR® partners.

“With rates shifting from 3 percent to 7 percent, the mortgage landscape has become more complex,” Jeff explains. “That’s where experience becomes invaluable with helping clients and agents navigate challenges and seize opportunities.”

Despite the industry turbulence, Jeff has remained a trusted partner to real estate agents and

homebuyers alike. His focus on maintaining strong relationships has ensured ongoing success for Corby Mortgage and its clients—and now, with historically low inventory levels, every deal is crucial.

“I tell agents all the time: missing just one or two deals can significantly impact their business,” he says. “That’s why I make sure I’m available and ready to help them succeed.”

At the heart of Corby Mortgage’s success is its dedicated team. With decades of combined experience, they provide exceptional service to clients. Because of their expertise—as affirmed by their elite partner status with Rocket Mortgage—and agility, the team can offer more flexible solutions than a typical banking partner.

“We’ve built a team that understands the nuances of this business,” Jeff says. “Susan Castronovo, our credit-trained underwriter, has over twenty years of experience handling complex loans; Claudia Rodriguez has been with Corby Mortgage for over two decades; and Ryan Sweeney has been with us for twenty-three years. That kind of stability is rare.”

Jeff attributes the level of professional and personal investment the team members make in each other to their long tenures. The Corby culture has always emphasized collaboration and cross-training so that every team member is familiar with every detail of the mortgage process.

“By fostering an environment where our team members know that they are partners rather than just support staff (we’re moving away from the ‘80/20 rule’ because we want everyone to thrive), we enable our team members to grow



Jeff with his wife, Molly, and their two sons, Jack and Marty.

and feel invested in our collective success,” says Jeff. “This approach ensures seamless communication and superior client service.”

This depth of experience allows Jeff and his team to deliver tailored solutions. Their regular strategy meetings ensure they stay ahead of industry changes, giving their clients an edge in an ever-evolving market.

“Every Monday, we review our pipeline, and every Thursday, we analyze industry trends and challenges. This isn’t just about closing loans; it’s about setting up our clients and agents for long-term success,” he explains.

Corby Mortgage achieved a significant milestone in the past year when they added industry veteran Scott Ginsburg to the team. After running his own company for twenty-five years, Ginsburg sought a team that shared his commitment to client service.

“Scott had options,” Jeff says. “He could have joined any company, but he chose us. That speaks volumes about our team’s reputation and the trust we’ve built.”

Ginsburg’s decision to merge with Corby Mortgage reinforces the company’s standing as a leader in the industry.

“Scott knew we’d treat his clients with the same level of care he always had,” says Jeff. “Bringing him on board was a tremendous honor, and his experience adds even more depth to our team.”

While Jeff is deeply committed to his work, his family remains his top priority. He and his wife, Molly, cherish their time with their two sons, Jack (12) and Marty (10).

“Watching my sons grow is the greatest joy of my life,” he says. “They’re both passionate about

“IT’S ABOUT DOING RIGHT BY OUR CLIENTS AND PARTNERS. THAT’S WHY WE CONTINUE TO GROW. THAT’S WHY AGENTS AND CLIENTS TRUST US. IT’S WHY EXPERIENCE MATTERS.”



Jeff and the family supporting his children at a football game.



playing sports, and right now, it’s all baseball and football. Whether they go pro or not, I just want them to work hard and chase their dreams.”

Whenever they can, the Schneller family escapes to their cottage in Pine Lake, Indiana.

“It’s our sanctuary,” Jeff says. “Grilling, swimming, skiing ... slowing down and making memories. We share the cottage with my brother and sister-in-law, and with nine nieces and nephews, it’s never quiet, but that’s what makes it special.”

Beyond his family, Schneller is committed to his professional community. He regularly supports local real estate agents through educational seminars and mentorship.

“I love helping newer agents navigate the industry,” he says. “If I can give them the tools to succeed, it strengthens the entire real estate community.”

Jeff’s vision for the future is clear: to continue growing, evolving, and providing unmatched service, he will continue to embrace innovation and invest in his team. Those decisions have been paying dividends. So, despite industry challenges, Jeff remains optimistic.

“I’ve been in this business for twenty-five years,” Jeff says. “If I can help the next generation succeed, that’s a win for everyone.”

“Success isn’t just about closing deals,” he adds. “It’s about doing right by our clients and partners. That’s why we continue to grow. That’s why agents and clients trust us. It’s why experience matters.”

CONTACT US!

To reach Jeff and his team, and to learn more about the services Corby Mortgage provides its clients, visit their website <https://www.corbymortgage.com> or call 708-268-5346.

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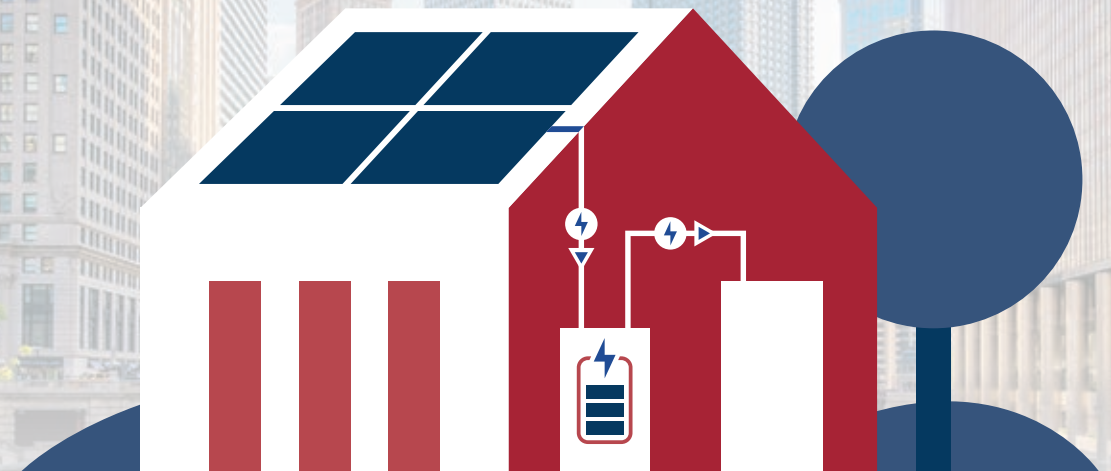


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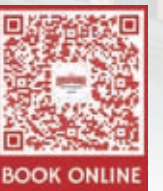
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Photo by Carlos Miranda

In Loving Memory of Catherine Holbrook

Catherine was a beacon of light in the real estate community, exemplifying unwavering dedication, genuine warmth, and a remarkable ability to bring people together. Her magnetic presence and infectious laughter created an atmosphere of camaraderie and collaboration, fostering lifelong connections among her peers. The Real Producers team has gathered memories and stories of those impacted by her life and are honored to share them so that her legacy may continue:

From Matt Laricy: Catherine was more than just a colleague; she was an indispensable part of the Laricy team. Her unwavering loyalty, contagious energy, and ability to transform any situation into a memorable experience made her truly one of a kind.



Photo by Sonya Martin

One unforgettable moment that perfectly encapsulates Catherine’s spirit was during a team outing when we got into a car accident right in front of a hotel hosting an auto collision exposition. While the rest of the team left, Catherine stayed by my side, lifting our spirits by rounding up everyone to the hotel bar, turning a bad situation into an unforgettable bonding experience.

Our competitive nature was another defining aspect of our friendship. Whether it was vying for speaking engagements or challenging each other in lighthearted contests, Catherine’s drive

and determination continuously pushed me to be better. One particular evening in Vegas, we spent hours asking passersby and blackjack dealers who looked older or better between us.

Beyond our playful rivalry, Catherine’s support and selflessness never wavered. In a recent example, when I forgot a car seat at home while expecting our fourth child, Catherine, nine months pregnant herself, came to my rescue without hesitation or complaint. That was the essence of Catherine—a dependable, caring, and devoted friend who would go above and beyond for those she cherished.

From Danny Lewis: One thing I’ll never forget about Catherine is how friendly, selfless, and warm she was. Whenever we met, whether it was at an event or a showing, she always made me feel like I was the most important person there. She was an amazing agent, a fantastic agent, and, more importantly, a spectacular person.

From Andrew Tisler: I was fortunate to have had the chance to work with Catherine from early on in both of our careers. Our first deal together was our most memorable one because it involved a client with a huge personality who loved working with us both. The client commented often about how great of

a “team” she had, so it just came naturally for me and Catherine to team up to help other clients. And we did just that. Over the span of 10 years, we worked together to help dozens of clients, and we became each other’s go-to partner. Catherine had a big personality and a contagious laugh that would captivate any audience. She was a great friend and partner and will be missed dearly.



From Tommy Choi: Two things that will always bring a smile to my face about Catherine are:

1. She would ALWAYS text me to pre-game before any event we would go to. She was always bringing people together and always making sure we had fun.
2. She LOVED to gossip! Silly, light-hearted, and fun gossip. She would then start a group text with me and Laricy about it. It would become a funny inside joke between us and a reminder and reason to always text each other. The other day, I was at an industry event and ran into someone who had once been the subject of one of those harmless little gossip sessions. My first instinct? Text Catherine to pre-game and gossip. And I did. I always will.



second home. Fast forward ten years later, we had created a great friendship and would see Catherine at least once a year when we would go visit. We were so excited to hear when she met Patrick and got married! We were especially excited when we learned she was expecting. Catherine was our little angel, and we know she'll be watching over Patrick and Baby Olivia every day of their lives.



From Gretchen Mammoser:

Catherine was the ULTIMATE wingwoman. She's been with Patrick since I've known her, so she was never on the market herself, but that didn't stop her from

noticing eligible bachelors for the single women around her. She'd come into the office with a smile on her face and go, "I just met this guy on a showing who would be perfect for..."

One time I went through a breakup, and she basically had a new prospect for me a half hour later. You could tell she was just so in love and so happy in her relationship, and she wanted the same for everyone around her.

From Kendra Sandsmark:

I'm so grateful that work brought Catherine and me together, but even more thankful that it led to a true friendship. From our time collaborating when I was Catherine's Laricy marketing support from Ben

Cohen at Rate, she was always a client I genuinely looked forward to working with. Her positive attitude, contagious laughter, and overall incredible energy made every event and project so enjoyable. It was never just about work—it was about creating something great together and having fun along the way. She will be missed, and I will think of her with every shot I take, especially at Sluggers.

From Cindi Sodolski: I would always look forward to seeing Catherine at showings and *Chicago Real Producers* events. She always had a funny story or a big smile that would make me smile. Her energy carried through the showing or the entire inspection, which always lightened the mood. I always knew she was telling me the truth. I will miss her.



From Stephanie Meggison: My family and I always dreamed of having a condo in downtown Chicago. We decided to start condo shopping in 2015 during the Thanksgiving holiday out of the blue. Super last minute, we put in a request, and Catherine was the chosen agent! We were so excited, and Catherine went completely out of her way to show us more than ten condos on the Saturday after Thanksgiving. We were shocked at how much she had planned, and we spent the day with her. It felt like we were shopping with family and not someone we didn't know. She was so great! After we finally chose the condo we loved, she helped us with all the inspections while we lived in Florida since this was our



Photo by Carlos Miranda

From Samantha Slawinski: Some people walk into your life and leave an imprint so deep that even time cannot fade it. Catherine was one of those people. From the moment she entered a room, her presence was like sunlight spilling in—warm, radiant, and impossible to ignore. She had a way of making you feel seen, of turning even the darkest days into something bearable with just her laugh. And oh, that laugh—it was contagious, unfiltered joy that could lift you up no matter how far you had fallen.



She was the kind of friend who never let you feel alone. If you needed a shoulder, she was there. If you needed a reason to smile, she'd give you ten. Her kindness wasn't just spoken; it was lived in every moment, in every embrace, in every way she gave without hesitation.

Losing her was a heartbreak that words will never fully capture. She left behind a loving husband, a beautiful daughter, and a family and circle of friends who will forever feel the weight of her absence. But though she is gone, she is not forgotten. She lives on in Olivia's bright eyes, in the memories we hold close, in the love that refuses to fade.

Catherine, you were a gift to this world, and though your time here was far too short, your light will never dim. We miss you. We always will.



From Matt Piegza: Catherine will always have a special place in my heart. She was my first REALTOR® when I moved to the city after college, and she ended up being the first person I got to know when, years later, I joined the Matt Laricy group as a broker. There are too many stories to share them all, but the beautiful thing about Catherine was her ability to be one of the boys while simultaneously being the leader of the women on our team. When everyone was together, she was the force that held us all together. I will miss the calls we shared when venting, and we would always end our calls with “thanks for the vent sesh.” I will miss her contagious laugh, her smile, and her amazing friendship. Olivia is in the best hands she could be—in the hand that Catherine chose to hold hers, Patrick. We love and miss you, Cat.



From Nick Nastos: Our friendship began through CAR events connected by YPN but quickly evolved into something much deeper. We affectionately called ourselves the Mostos Girlpack—a play on the guys' names and their girlpack. We established our own traditions, like our annual outing to Butch McGuire's, where Catherine insisted we indulge in more than one “Christmas in your mouth shot”! For almost a decade, we became an unbreakable group of friends, celebrating life's biggest milestones together and offering comfort during challenging times. Catherine's infectious laughter and joy were the glue that held us together.



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Danny Lewis

Quality over Quantity

BY LAUREN YOUNG

PHOTOS BY SONYA MARTIN

“

I love problem solving and innovation...I'm always looking for ways to grow, whether it's through new investments or creative business ideas.

“If I could go back five years and give myself advice, I'd tell myself to slow down and enjoy the wins,” says REALTOR® Danny Lewis. “I used to be so focused on the next deal that I didn't take time to appreciate the moment. That's changed.”

When we last checked in on Danny in 2018, he was building his big team with a blend of perfectionism and professionalism. Since then, Danny moved his real estate firm, the Lewis Group, to Dream Town Real Estate, bringing with him his many lessons on how to build a thriving firm. But Lewis's biggest evolution came in 2020 when he moved away from the large, commission-based team model.

He used to have a team of thirteen commission-based agents. “But after plenty of trial and error as well as success, I realized that a more focused team, comprised of full-time professionals was the smarter approach,” he says.

“Before, I found myself constantly training new agents, only to see them get recruited elsewhere,” he adds. “To avoid that constant rebuilding, I shifted my focus to building loyalty. By hiring a full-time agent with salaries and benefits, I created stability, ensured consistency in service, and ultimately made my business more efficient.”

Though it was a bit of an ego hit at the time to “downsize,” Danny knew that making his team leaner would result in providing better overall service for his clients. What's more, he knew that his client relationships, an important foundational principle, would be positively impacted by the change.

“When I was just starting out, I didn't realize how crucial client relationships would be because I didn't have many to manage then,” he recalls. “As my business grew, it became harder to keep up with everyone: I learned that no matter how much my business expands, I must make the effort to stay connected.”

“I also realized many big-name agents build teams just for the optics [the show of it], but what I really wanted was something much more sustainable,” he continues. “Now I get to work closely with one dedicated agent, Gerardo Tapia-Quiroz, and our administrative assistant, Illana Mesinger (who is on her way to obtaining her real estate license), instead of having to juggle conversations with a dozen different people.”

Despite the big changes to his team approach and the shifting market, Danny has maintained his status as a top producer in Chicago. Recently, with rising client concerns about uncertain economic conditions, both domestically and

internationally, he’s challenged himself to stay even more up-to-date on trends and initiatives that could provide solutions, and build a stronger network of other REALTORS®.

In fact, he believes that staying connected with other top-selling agents is more important than ever. “It’s crucial to understand what’s happening in each other’s businesses so we can stay ahead of trends and opportunities,” he notes.

Danny’s adaptability extends beyond sales. Having a smaller team has freed up some of his time to work on optimizing his business and marketing strategies, as well as modernizing his technology and social media tactics to change with the times.

“Recently, I’ve started adding more personal touches to my social media content, and I’ve seen higher engagement and a stronger connection with my audience,” he says. “I’ve also started using platforms like Zenlist to reach clients in new and innovative ways. Instead of just texting, I’m now messaging clients through real estate websites that provide them with current and upcoming listings.”

While real estate is his passion, Danny has also learned the importance of work-life balance. He’s committed to taking multiple periods of time off a year to travel and reset. His most recent trip was to Vietnam.

“I used to let deals keep me up at night,” he admits. “Now, I’ve learned to separate work from my personal life. My family, travel, and my health are bigger priorities now.”

Danny is exploring business opportunities beyond traditional real estate too, including development and tech ventures. He has also expanded his investment portfolio to three rental properties and has plans to grow further. Looking ahead five years, Danny envisions a life built on professional and personal success and fulfillment.

“I love problem-solving and innovation,” he shares. “I’m always looking for ways to grow, whether it’s through new investments or creative business ideas.”

“I want to continue growing my business, expanding my real estate portfolio, and helping my clients in ways that truly matter,” he adds. “But more than anything, I want to enjoy the journey, spend time with the people I love, and make a lasting impact.”



The Lewis Group sends a special thanks to their friend and clothes stylist, Josh Kercher, for helping to style Danny for this photoshoot.

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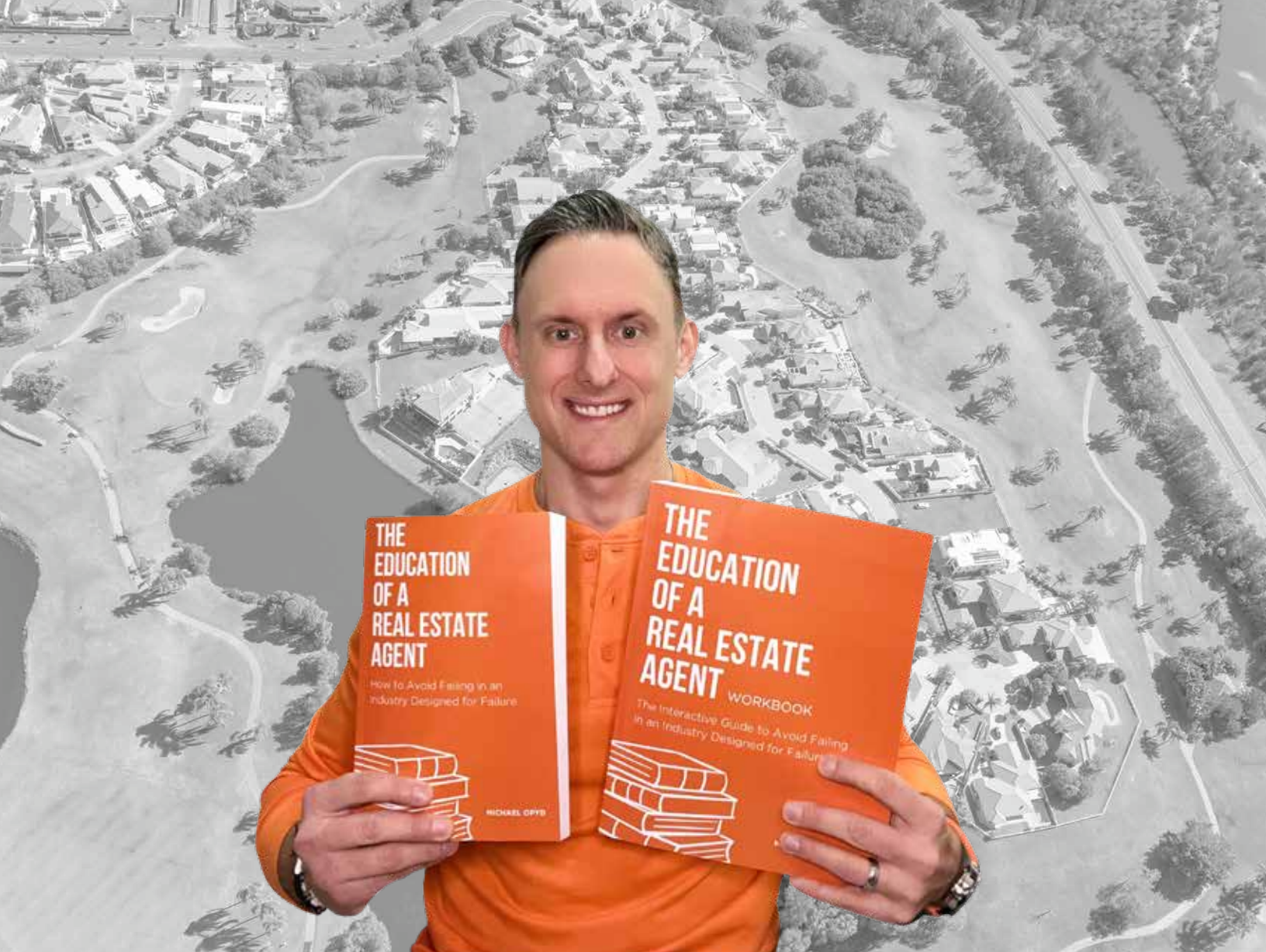
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MICHAEL OPYD’S OPUS:

THE EDUCATION OF A REAL ESTATE AGENT

One of Michael Opyd’s primary missions is to help REALTORS® succeed and thrive, especially newer ones. To that end, he has gathered his knowledge and years of experience as a top-producing REALTOR® and former brokerage owner, plus two decades of personal growth and development into his latest book, *The Education of a Real Estate Agent* (released March 2025), to provide mentorship and vital help to agents who are either in their first years or just entering the industry.

“If there’s one thing that I am most passionate about, it’s helping newer agents,” says Michael. “It frustrates me that

so many go without the information they need to succeed because, as REALTORS®, we are responsible for helping consumers with one of the biggest decisions of their lives, and newer agents are not equipped with the proper knowledge to do that properly.”

To emphasize this point, he quotes, “Eighty-seven percent of REALTORS® fail within their first five years in the industry!”¹

Michael’s new book, *The Education of a Real Estate Agent*, and the interactive workbook that goes with it, is his answer to that staggering statistic. “I wanted to provide newer REALTORS®

with everything they need to understand about their job, so they can avoid failing in an industry that’s designed for failure,” he says.

Knowing full well that a book alone would not be enough, Michael created a workbook to truly teach and show agents, in an interactive way, how to build out their business in the order it needs to be built in.

“When I was building my business, I had no idea what order I needed to do things in, and that caused me a ton of frustration,” he shares. “The interactive workbook is designed to alleviate these frustrations.”

He adds, “I worked incredibly hard to make sure that I explained everything in an easy-to-follow format, and I specifically designed the book to make all the information memorable—so agents won’t just read the information, they’ll be able to remember and apply it immediately.”

His book is broken down into three parts: Start, Build, and Grow. Part 1, Start, helps REALTORS® understand everything they need to start their business, beginning with explaining the steps necessary to become a successful REALTOR®. It focuses on the items new REALTORS® are rarely taught or only end up figuring out after it’s too late—when their business can’t be saved.

“We discuss cultivating a strong mind to handle the extreme highs and lows that can happen in a day and a career; how to set goals properly to achieve what they want in business and life; how to set their days up for massive success by creating routines that keep them focused on their ultimate goals; how to run a real estate business with little money; how to find the team or brokerage that will help them grow and develop, and more,” says Michael.

Part 2, Build, covers the topics that help an agent build on that established foundation. It begins with the most important aspect of an agent’s business: their database. Michael teaches agents how to build a database from scratch and how to market to it so they become the first agent people think of when they hear “real estate;” how to work with buyers and sellers to set themselves apart from other agents in their market; how to prospect for leads anywhere and put a plan in place to convert those leads; how to build a memorable brand from scratch; and how to use social media like their favorite influencers do.

Part 3, Grow, builds on all that came before and is dedicated to helping agents grow their business. It explains what they need to understand when building a team, as well as some of the best tools they can use in their business right now to organize it and help it run efficiently. It also lists the best resources and materials to

read to ensure they stay informed, up-to-date, and set up for future success.

In *The Education of a Real Estate Agent*, Michael provides newer REALTORS® with the understanding and tools they need to build a successful real estate business.

“My goal is to transform the real estate industry by providing agents with the knowledge they need at the beginning of their career to both help their clients properly and build a successful business,” says Michael. “When I became a REALTOR® in 2009, I realized it was the exact career I’d been looking for. This industry has allowed me to build a life I could only dream of back then. My books and content are my way of giving back to an industry that means so much to me, and I believe that any agent who picks them up will be able to create a beautiful life, too. As Bob Dylan sang, ‘Life isn’t about finding yourself, it is about creating yourself.’”

To learn more about Michael and glean more of his knowledge, follow him on social media, @michaelopyd; or check out his website, www.michaelopyd.com, for free, downloadable resources for agents.

1 Tom Ferry, “What Percent of Real Estate Agents Fail? The How and Why,” Tom Ferry (blog), Nov 15, 2021, <https://blog.tomferry.com/87-of-all-agents-fail-in-real-estate>.

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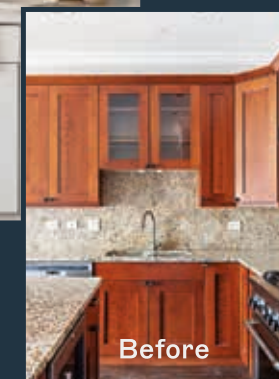


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Katie Wells

Rising to the Challenge

BY CHRIS MENEZES
PHOTOS BY CALEB PICKMAN

Katie Wells was never one to back down from a challenge. Growing up in Dallas, Texas, under the influence of her father's commercial real estate firm, she always envisioned herself in the industry. Her path, however, took a couple detours before leading her to where she is today—a thriving real estate professional in Chicago, a city she now proudly calls home.

Before launching her real estate career, Katie immersed herself in two fast-paced worlds: fashion and travel. Her early career as a personal shopper at Highland Park Village, an upscale mall in Dallas, had her styling the city's elite, fulfilling their couture dreams one meticulously curated outfit at a time. "I love fashion and clothes so much," she shares. "There aren't many better feelings than 'new outfit day!'"

While fashion was and continues to be a passion for Katie, she knew it wasn't a long-term career path. Seeking a change, she pivoted to another adventure: becoming a flight attendant with United Airlines, a role that would eventually bring her to Chicago; she moved here in 2016. The city captured her heart instantly, but it wasn't until the COVID-19 pandemic forced a global reset that she finally seized the opportunity to pursue real estate.

It was a complex decision, choosing to start fresh in a new city where she hadn't built a professional network. Had she begun her real estate career in Dallas, the process might have been smoother, given her existing connections. Instead, true to her personality, she leaned into the challenge. "I love hard work," she says. "Real estate is a very tough industry,

especially when you didn't grow up in the city you're working in—it involves an extra layer of trust from clients. But I'm thankful for that because it holds me to a higher standard and makes every closing even sweeter."

Initially, Katie believed she could do it alone and believed she was doing well, until the day she recognized that being on a team would allow her to be more successful. Seeing the power of collaboration, she joined the Home Discovery Team at Jameson Sotheby's International Realty under the mentorship of Jennifer Mills Klatt. "Joining a team was the best thing I've ever done," she admits. "My advice? Find a team that fits you and work hard to join them. Once you do, your success will grow."



Katie with her dog, Eloise.



Now, as a luxury real estate advisor specializing in premier properties like The Ritz-Carlton Residences, Katie sees a natural connection between her time in fashion and real estate. Just as she once curated high-end wardrobes tailored to each client's needs, she now applies the same meticulous attention to detail in real estate: ensuring her clients receive a seamless, high-touch experience that feels just as exclusive and personalized. "Luxury is not a price point; it is a level of service," she explains.

For Katie, real estate is about relationships more than anything. "Every client relationship is fueled with learning and growth," she says. "I work hard to put my clients first, listen to their every need, and give them the time and attention they deserve from start to finish."



Looking ahead, Katie is determined to make her mark. With a competitive spirit and an unwavering commitment to learning, she is eager to grow alongside her team while taking her business to the top. She says, "I want to be the best! I am very competitive in a healthy way."

Katie has set specific goals for her career, and her personal life is filled with just as much promise. She and her fiancé, Taylor Bloom, the co-founder of Foxtrot Market, are planning their wedding in Beaver Creek, Colorado, and hope to start a family one day. Together with their dog, Eloise, they love skiing, exploring new destinations, sipping coffee on Saturday mornings, and binge-watching true-crime documentaries.

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Katie's favorite thing to do, however, is to be with people. She thrives in social gatherings and constantly surrounds herself with friends, neighbors, and colleagues. "I often get into trouble for putting 'too many' social events on my fiancé's calendar," she admits. "But work is always at the top of those plans."

The balance of hard work and joyful living is what defines success for Katie. "Success is living peacefully and joyfully with those you love," she shares.

As Katie continues her upward trajectory, never backing down from a challenge, her passion, drive, and appreciation for the process promise that she will not only achieve professional success but also a life well-lived.



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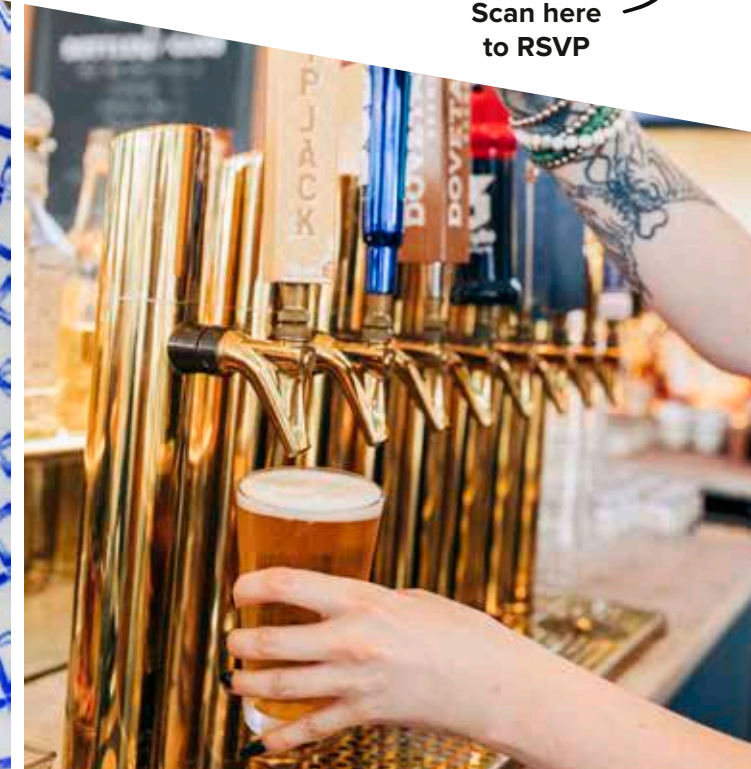
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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to March 31, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Emily	Sachs Wong	17	\$36,460,500	18	\$34,263,750	35	\$70,724,250
2	Carrie	McCormick	16.5	\$40,611,770	14	\$29,220,000	30.5	\$69,831,770
3	Grigory	Pekarsky	11.5	\$5,389,750	95	\$45,488,299	106.5	\$50,878,049
4	Matt	Laricy	46.5	\$20,153,506	57.5	\$30,369,849	104	\$50,523,355
5	Benyamin	Lalez	3.5	\$1,742,450	37.5	\$22,897,100	41	\$24,639,550
6	Sam	Jenkins	10	\$19,815,799	5	\$3,940,000	15	\$23,755,799
7	Margaret	Baczkowski	5	\$9,460,000	3	\$12,108,574	8	\$21,568,574
8	Bradley	Brondyke	11.5	\$21,049,724	0	\$0	11.5	\$21,049,724
9	Alexandre	Stoykov	2.5	\$1,037,250	29	\$19,572,550	31.5	\$20,609,800
10	Jeffrey	Lowe	7.5	\$9,637,500	9	\$10,136,000	16.5	\$19,773,500
11	Leila	Zammatta	5.5	\$19,577,588	0	\$0	5.5	\$19,577,588
12	Chezi	Rafaeli	9	\$11,417,500	6	\$8,037,500	15	\$19,455,000
13	Timothy	Sheahan	12.5	\$12,692,311	5	\$6,389,900	17.5	\$19,082,211
14	Jason	O'Beirne	17	\$15,802,000	3	\$2,840,000	20	\$18,642,000
15	Leigh	Marcus	15.5	\$12,198,000	6	\$4,947,500	21.5	\$17,145,500
16	Eugene	Fu	3.5	\$5,897,500	12.5	\$11,183,500	16	\$17,081,000
17	Konrad	Dabrowski	6.5	\$6,243,250	6.5	\$9,794,393	13	\$16,037,643
18	Julie	Busby	10	\$7,836,000	8	\$7,124,500	18	\$14,960,500
19	Dawn	McKenna	5	\$5,015,000	9.5	\$9,668,750	14.5	\$14,683,750
20	Timothy	Salm	3.5	\$10,725,000	1	\$2,350,000	4.5	\$13,075,000
21	Jill	Silverstein	1.5	\$1,067,250	8	\$11,616,000	9.5	\$12,683,250
22	Katharine	Waddell	6.5	\$4,775,375	9.5	\$7,705,500	16	\$12,480,875
23	Daniel	Glick	9	\$8,255,000	3	\$3,975,000	12	\$12,230,000
24	Mario	Greco	12	\$9,891,575	3	\$2,218,000	15	\$12,109,575
25	Brad	Lippitz	8	\$5,811,600	8	\$5,971,200	16	\$11,782,800
26	Nancy	Tassone	5	\$11,300,587	0	\$0	5	\$11,300,587
27	Patrick	Dodd	7.5	\$7,848,750	2	\$3,075,000	9.5	\$10,923,750
28	Hadley	Rue	10	\$9,537,000	2	\$1,375,000	12	\$10,912,000
29	Jennifer	Ames	4	\$4,910,000	3	\$5,772,500	7	\$10,682,500
30	Daniel	Close	2.5	\$1,882,500	10	\$8,741,700	12.5	\$10,624,200
31	Marc	Zale	7	\$8,645,000	1	\$1,950,000	8	\$10,595,000
32	Sophia	Klopas	5.5	\$3,177,750	6	\$7,410,000	11.5	\$10,587,750
33	Karen	Biazar	7	\$4,990,157	14	\$5,472,225	21	\$10,462,382
34	Melanie	Everett	5	\$3,233,500	14	\$7,145,000	19	\$10,378,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Cory	Tanzer	6.5	\$3,579,818	14	\$6,601,169	20.5	\$10,180,987
36	Molly	Sundby	6	\$10,102,500	0	\$0	6	\$10,102,500
37	Victoria	Singleton	24	\$10,086,750	0	\$0	24	\$10,086,750
38	Jason	Vondrachek	1	\$5,000,000	1	\$5,000,000	2	\$10,000,000
39	Ivona	Kutermankiewicz	5.5	\$5,230,000	2	\$4,725,000	7.5	\$9,955,000
40	Kathleen	Ullo	21	\$9,486,698	0	\$0	21	\$9,486,698
41	Lisa	Kalous	3.5	\$3,526,000	7	\$5,741,500	10.5	\$9,267,500
42	Cara	Buffa	3	\$4,932,500	2	\$3,867,770	5	\$8,800,270
43	Kevin	Hinton	3	\$1,409,000	8.5	\$7,363,501	11.5	\$8,772,501
44	Elias	Masud	4.5	\$2,601,500	11	\$6,092,000	15.5	\$8,693,500
45	Lauren	Mitrick Wood	5.5	\$2,529,250	10.5	\$6,161,500	16	\$8,690,750
46	Joseph	Kotoch	3	\$4,960,000	2	\$3,549,900	5	\$8,509,900
47	Darrell	Scott	3.5	\$2,881,450	7.5	\$5,572,500	11	\$8,453,950
48	Hayley	Westhoff	3.5	\$3,139,500	6.5	\$5,235,000	10	\$8,374,500
49	Eudice	Fogel	1	\$408,750	4	\$7,871,500	5	\$8,280,250
50	Sarah	Jaffe	0	\$0	14	\$8,133,900	14	\$8,133,900

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Teams and individuals from January 1, 2025 to March 31, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Daniel	Fowler	2	\$2,855,000	2	\$3,350,000	4	\$6,205,000
86	Kristine	Farra	0	\$0	2	\$6,180,000	2	\$6,180,000
87	Camille	Canales	0.5	\$275,000	8.5	\$5,893,175	9	\$6,168,175
88	Susan	O'Connor	1	\$1,800,000	4	\$4,345,000	5	\$6,145,000
89	Leopoldo	Gutierrez	2	\$567,000	10	\$5,562,000	12	\$6,129,000
90	Colin	Hebson	2	\$2,490,000	3.5	\$3,613,000	5.5	\$6,103,000
91	Lance	Kirshner	2.5	\$1,533,200	4.5	\$4,496,500	7	\$6,029,700
92	Amanda	McMillan	5	\$2,866,000	3	\$3,137,000	8	\$6,003,000
93	Joel	Halperin	2.5	\$2,650,000	4	\$3,274,000	6.5	\$5,924,000
94	Keith	Wilkey	2	\$3,962,143	2	\$1,934,500	4	\$5,896,643
95	Mark	Icuss	3	\$5,823,500	0	\$0	3	\$5,823,500
96	Andrew	Thurston	4	\$5,787,500	0	\$0	4	\$5,787,500
97	Jeanne	Martini	2	\$5,700,000	0	\$0	2	\$5,700,000
98	Kevin	Wood	1	\$4,480,000	1	\$1,200,000	2	\$5,680,000
99	Paul	Ragi	2	\$1,000,000	3	\$4,652,500	5	\$5,652,500
100	Monica	Canellis	0	\$0	1	\$5,650,000	1	\$5,650,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to March 31, 2025


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kathryn	Barry	5	\$3,244,000	2	\$2,400,000	7	\$5,644,000
102	Kacia	Snyder	5	\$5,608,000	0	\$0	5	\$5,608,000
103	Dan	Nelson	2	\$2,065,000	6	\$3,512,000	8	\$5,577,000
104	Camie	Cirrincione	1	\$1,140,000	6	\$4,401,300	7	\$5,541,300
105	Cynthia	Sodolski	6	\$3,790,000	2	\$1,750,000	8	\$5,540,000
106	Elizabeth	Licata	3	\$2,915,000	2	\$2,575,000	5	\$5,490,000
107	Alishja	Ballard	2.5	\$1,454,500	7	\$4,034,495	9.5	\$5,488,995
108	Bari	Anixter	0	\$0	3	\$5,470,000	3	\$5,470,000
109	Steve	Dombar	0.5	\$268,500	11	\$5,196,000	11.5	\$5,464,500
110	Michael	Hall	1	\$925,000	2	\$4,445,000	3	\$5,370,000
111	Debra	Dobbs	3	\$1,699,000	4	\$3,669,000	7	\$5,368,000
112	Philip	Skowron	3	\$5,102,500	0.5	\$255,000	3.5	\$5,357,500
113	Patrick	Teets	4	\$3,878,000	1	\$1,372,000	5	\$5,250,000
114	Joshua	Lipton	0	\$0	5	\$5,233,000	5	\$5,233,000
115	Nancy	Furth	1.5	\$5,215,000	0	\$0	1.5	\$5,215,000
116	Ryan	Preuett	2.5	\$2,238,250	3	\$2,902,800	5.5	\$5,141,050
117	Alice	Berger	5	\$3,445,000	2	\$1,573,000	7	\$5,018,000
118	Staci	Slattery	5	\$4,294,907	1	\$685,000	6	\$4,979,907
119	Michael	Battista	1.5	\$3,704,500	1	\$1,205,000	2.5	\$4,909,500
120	Brian	Pistorius	3	\$3,085,000	4	\$1,798,352	7	\$4,883,352
121	Nancy	McAdam	3	\$1,740,000	3	\$3,131,250	6	\$4,871,250
122	Tiffeny	Meyers	4	\$2,373,999	3	\$2,433,000	7	\$4,806,999
123	Kenneth	Dooley	1.5	\$527,500	3	\$4,250,000	4.5	\$4,777,500
124	Scott	Berg	12	\$4,481,900	1	\$290,000	13	\$4,771,900
125	Stephanie	Loverde	4	\$2,357,250	4	\$2,391,000	8	\$4,748,250
126	Jacqueline	Colando	2	\$1,490,000	3	\$3,225,000	5	\$4,715,000
127	James	Ziltz	6	\$3,338,000	1	\$1,350,000	7	\$4,688,000
128	Thomas	Moran	3	\$4,675,000	0	\$0	3	\$4,675,000
129	Stefanie	Lavelle	9	\$3,292,000	3	\$1,315,000	12	\$4,607,000
130	Ryan	Smith	22.5	\$4,579,150	0	\$0	22.5	\$4,579,150
131	Nick	Riggio	0	\$0	5.5	\$4,563,800	5.5	\$4,563,800
132	Daniel	Pogofsky	2	\$1,060,000	3	\$3,465,000	5	\$4,525,000
133	James	Mattz	3	\$833,750	6	\$3,683,900	9	\$4,517,650
134	Curtis	Crotty	3	\$3,763,500	1	\$715,000	4	\$4,478,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Lisa	Long-Brown	4	\$2,977,000	2	\$1,484,500	6	\$4,461,500
136	Daniel	Spitz	3	\$1,416,250	4	\$3,015,000	7	\$4,431,250
137	Pasquale	Recchia	0.5	\$575,000	5	\$3,855,000	5.5	\$4,430,000
138	Lisa	Blume	3.5	\$2,611,275	5	\$1,795,000	8.5	\$4,406,275
139	Cornelis	Hoogstraten	1	\$1,170,000	4	\$3,232,500	5	\$4,402,500
140	Suzanne	Gignilliat	2	\$2,250,000	2	\$2,127,500	4	\$4,377,500
141	Jennifer	Liu	5	\$4,049,700	1	\$327,000	6	\$4,376,700
142	Michael	Shenfeld	2.5	\$1,306,600	5.5	\$3,041,000	8	\$4,347,600
143	Elizabeth	Lassner	3	\$3,027,000	2	\$1,299,490	5	\$4,326,490
144	Bari	Levine	3.5	\$2,893,562	3	\$1,431,000	6.5	\$4,324,562
145	Michael	Scavo	1	\$500,000	4	\$3,800,000	5	\$4,300,000
146	Landon	Heck	1	\$555,000	5	\$3,735,900	6	\$4,290,900
147	Peter	Kozera	2	\$2,780,000	1	\$1,500,000	3	\$4,280,000
148	Ioannis	Floros	0	\$0	10	\$4,237,500	10	\$4,237,500
149	Ann	Caron	2	\$1,380,000	2	\$2,810,000	4	\$4,190,000
150	Alan	Cosby	5	\$2,755,000	2	\$1,425,000	7	\$4,180,000

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

Send to: david@frankesq.com

David Frank, Esq.
Real Estate Attorney

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



TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to March 31, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Kimber	Galvin	2	\$2,141,000	3	\$2,035,500	5	\$4,176,500
152	Richard	Kasper	3.5	\$2,952,800	2	\$1,210,000	5.5	\$4,162,800
153	Cyrus	Seraj	2	\$2,185,000	1	\$1,950,000	3	\$4,135,000
154	Tatiana	Perry	5	\$2,191,000	3	\$1,905,000	8	\$4,096,000
155	Melanie	Giglio	4	\$1,627,500	5	\$2,457,000	9	\$4,084,500
156	Anthony	Zammitt	3	\$1,282,000	2	\$2,789,000	5	\$4,071,000
157	Ashley	Bell	3	\$2,406,000	2	\$1,659,000	5	\$4,065,000
158	Maggie	Diedrick	0.5	\$123,000	3	\$3,940,000	3.5	\$4,063,000
159	Michael	Rosenblum	1	\$2,190,000	2	\$1,860,000	3	\$4,050,000
160	Ryan	Huyler	3	\$2,225,000	1	\$1,807,500	4	\$4,032,500
161	Stacey	Dombar	6	\$2,793,000	2	\$1,230,000	8	\$4,023,000
162	Azeem	Khan	1	\$4,010,000	0	\$0	1	\$4,010,000
163	Nick	Kluding	2	\$4,000,000	0	\$0	2	\$4,000,000
164	Vilgert	Vincenzo Kostaqi	3	\$1,855,000	3	\$2,140,000	6	\$3,995,000
165	Vikas	Wadhwa	1.5	\$1,505,000	2	\$2,490,000	3.5	\$3,995,000
166	Frank	Montro	12	\$3,320,778	4.5	\$662,401	16.5	\$3,983,180
167	Chris	Sears	1	\$3,970,000	0	\$0	1	\$3,970,000
168	Abby	Kelley	3.5	\$2,183,250	2	\$1,786,000	5.5	\$3,969,250
169	Sari	Levy	0.5	\$1,050,000	2	\$2,905,000	2.5	\$3,955,000
170	Amir	Fouad	8	\$3,950,000	0	\$0	8	\$3,950,000
171	Julie	Harron	1.5	\$3,615,000	1	\$333,000	2.5	\$3,948,000
172	Eugene	Abbott	2	\$1,447,000	3	\$2,492,500	5	\$3,939,500
173	Tom	McCarey	0	\$0	2	\$3,935,000	2	\$3,935,000
174	Ronda	Fish	3	\$1,814,000	2	\$2,099,000	5	\$3,913,000
175	Jeffrey	Herbert	0	\$0	9	\$3,908,000	9	\$3,908,000
176	Steven	Powers	3	\$3,224,000	1	\$595,000	4	\$3,819,000
177	Jason	Merel	4.5	\$2,683,500	1	\$1,120,000	5.5	\$3,803,500
178	Aaron	Zaretsky	0	\$0	1	\$3,802,500	1	\$3,802,500
179	Laura	England	2	\$1,695,000	1	\$2,100,000	3	\$3,795,000
180	Jacob	Reiner	3	\$1,825,000	6	\$1,955,000	9	\$3,780,000
181	Vernetta	Jackson	4	\$1,990,000	2.5	\$1,752,500	6.5	\$3,742,500
182	Anthony	Flora	3.5	\$3,740,000	0	\$0	3.5	\$3,740,000
183	Emily	Smart Lemire	0.5	\$242,500	1	\$3,480,000	1.5	\$3,722,500
184	Mehdi	Mova	2	\$1,009,000	3	\$2,710,000	5	\$3,719,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Nicholas	Apostal	1	\$1,360,000	4	\$2,355,625	5	\$3,715,625
186	Catherine	Rosenberg	2	\$1,320,000	3	\$2,385,000	5	\$3,705,000
187	Beata	Gaska	3	\$3,704,201	0	\$0	3	\$3,704,201
188	Katie	Hutchens	1	\$765,000	1	\$2,925,000	2	\$3,690,000
189	Adele	Lang	2	\$1,033,500	4	\$2,652,250	6	\$3,685,750
190	Jovanka	Novakovic	2.5	\$1,825,500	3	\$1,860,000	5.5	\$3,685,500
191	Kaylin	Goldstein	2	\$1,040,000	2	\$2,643,750	4	\$3,683,750
192	Adam	Zagata	3	\$1,417,000	5	\$2,261,355	8	\$3,678,355
193	Erin	Feinerman	2	\$646,000	5	\$3,027,900	7	\$3,673,900
194	Miguel	Lopez	4	\$1,360,000	6	\$2,308,500	10	\$3,668,500
195	Michelle	Browne	2	\$1,625,750	5	\$2,020,500	7	\$3,646,250
196	Scott	Stavish	0	\$0	3	\$3,639,000	3	\$3,639,000
197	Bridget	Sheahan	4.5	\$3,632,811	0	\$0	4.5	\$3,632,811
198	Bruce	Glazer	4	\$3,112,500	1	\$499,000	5	\$3,611,500
199	Kelsey	Mayher	1	\$645,000	2	\$2,950,000	3	\$3,595,000
200	Brooke	Vanderbok	5	\$3,592,500	0	\$0	5	\$3,592,500

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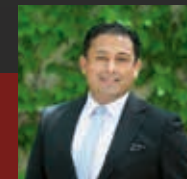


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TOP 250 STANDINGS

Teams and individuals from January 1, 2025 to March 31, 2025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Ali	Bakir	2	\$926,000	5	\$2,662,400	7	\$3,588,400
202	Edward	Grochowiak	2	\$606,500	4	\$2,981,000	6	\$3,587,500
203	Brant	Booker	3	\$3,571,000	0	\$0	3	\$3,571,000
204	Edyta	Schell	4	\$1,822,500	1	\$1,724,000	5	\$3,546,500
205	Marzena	Frausto	2	\$1,405,000	5	\$2,138,000	7	\$3,543,000
206	Vickie	Liu	1	\$697,500	1.5	\$2,837,500	2.5	\$3,535,000
207	Samantha	Porter	4	\$3,527,500	0	\$0	4	\$3,527,500
208	Lauren	Goldberg	4	\$3,527,500	0	\$0	4	\$3,527,500
209	Ryan	Hardy	1	\$3,525,000	0	\$0	1	\$3,525,000
210	Luke	Sandler	3	\$1,080,000	2	\$2,435,000	5	\$3,515,000
211	Amy	Sunshine	1	\$1,525,000	1	\$1,990,000	2	\$3,515,000
212	Lindsay	Everest	0.5	\$207,500	1	\$3,300,000	1.5	\$3,507,500
213	Gregorio	Cirone	3	\$1,416,000	3.5	\$2,082,501	6.5	\$3,498,501
214	Beata	Rogowski	3	\$1,614,900	3	\$1,883,000	6	\$3,497,900
215	Salvador	Gonzalez	4	\$1,471,000	7	\$2,025,000	11	\$3,496,000
216	John	Dasdelen	3	\$2,569,750	1	\$897,500	4	\$3,467,250
217	Nykea	Pippion Mcgriff	2	\$722,750	1.5	\$2,743,588	3.5	\$3,466,338
218	Sandra	Matson	1	\$1,550,000	2	\$1,911,000	3	\$3,461,000
219	Michael	Saladino	5	\$2,473,000	2	\$982,495	7	\$3,455,495
220	Harold	Blum	1.5	\$1,137,500	2.5	\$2,315,000	4	\$3,452,500
221	Jessica	Dekruiff	3.5	\$3,449,250	0	\$0	3.5	\$3,449,250
222	Shane	Wulbert	3	\$1,187,000	2	\$2,259,000	5	\$3,446,000
223	Layching	Quek	2	\$850,000	4	\$2,595,000	6	\$3,445,000
224	Greg	Whelan	1	\$300,000	2	\$3,115,000	3	\$3,415,000
225	Sohail	Salahuddin	4.5	\$2,792,500	2	\$603,500	6.5	\$3,396,000
226	Ivan	Petrov	1	\$950,000	1.5	\$2,445,000	2.5	\$3,395,000
227	Jesse	McGrath	3	\$3,375,000	0	\$0	3	\$3,375,000
228	Leonardo	Rojas	2	\$920,000	7	\$2,445,000	9	\$3,365,000
229	Sera	Sousley	4	\$1,629,000	3	\$1,735,000	7	\$3,364,000
230	Jacqueline	Alter	6	\$2,835,817	2	\$517,500	8	\$3,353,317
231	Matthew	Liss	2.5	\$1,894,250	3	\$1,454,250	5.5	\$3,348,500
232	Deborah	Hess	3	\$1,617,200	4	\$1,731,000	7	\$3,348,200
233	Michael	Thomas	1.5	\$665,000	2	\$2,680,000	3.5	\$3,345,000
234	Ledio	Samarxhiu	5	\$2,906,500	1	\$425,000	6	\$3,331,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Neringa	Northcutt	2	\$1,405,000	1	\$1,900,000	3	\$3,305,000
236	James	Streff	3	\$1,214,375	4	\$2,089,000	7	\$3,303,375
237	Olin	Eargle	4	\$1,620,000	5	\$1,674,500	9	\$3,294,500
238	Carla	Walker	0.5	\$492,500	2	\$2,800,000	2.5	\$3,292,500
239	David	Johnson	2	\$1,244,500	5	\$2,045,900	7	\$3,290,400
240	David	Schatz	3	\$2,659,100	1	\$589,000	4	\$3,248,100
241	Alexander	Tzallas	6	\$3,236,000	0	\$0	6	\$3,236,000
242	Randy	Nasatir	1	\$551,000	5	\$2,673,500	6	\$3,224,500
243	Cathy	Deutsch	1	\$1,650,000	2	\$1,574,000	3	\$3,224,000
244	Todd	Szwajkowski	0	\$0	7.5	\$3,220,500	7.5	\$3,220,500
245	David	Dufault	0.5	\$122,000	3	\$3,096,650	3.5	\$3,218,650
246	Kathleen	Malone	2.5	\$2,780,000	1	\$425,000	3.5	\$3,205,000
247	D	Waveland Kendt	5	\$1,684,000	2	\$1,515,000	7	\$3,199,000
248	Janice	Corley	0	\$0	2	\$3,195,000	2	\$3,195,000
249	Heather	Hillebrand	2	\$2,807,500	1	\$378,750	3	\$3,186,250
250	Shay	Hata	1.5	\$440,000	3	\$2,730,000	4.5	\$3,170,000

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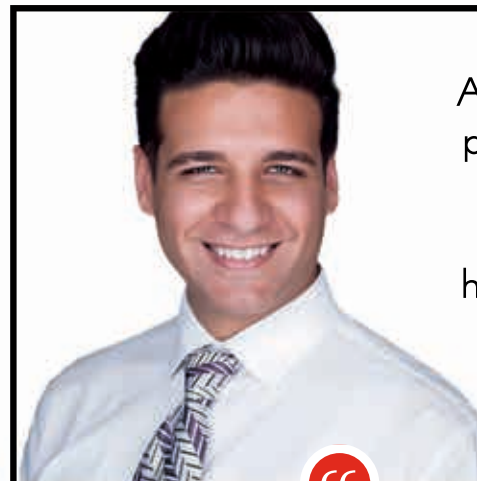


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