

CHICAGO

JULY 2026

REAL PRODUCERS[®]

Vilgert
Vincenzo
Kostaqi

FROM THE GROUND UP

Agent Features
JAMIE STONER

**JOANNE
DESANCTIS KIRK**

On The Rise
DAISY MAZARIEGOS

Spring Event Photos
PAGE 36

CONNECTING. ELEVATING. INSPIRING.



HAVEN
Is Chicago

WEST TOWN

his cultural melting pot is known for its eclectic, artsy vibe. It's one of the city's up-and-coming hot spots, where you can uncover laidback taprooms, unique museums, old-school vintage shops, Michelin-star restaurants, and tons of cool art — both in the galleries and on the streets.



www.havenhomestager.com | 312.380.1276 | info@havenhomestager.com

**WE HONORED
THE MOMS THEN THANKED
ALL THE DADS**

And also just celebrated so many grads
But one big party is about to begin
The one for Americans, the people within

250's just a number, pretty big, but quite small
When consistently compared to the great Roman fall
Is it really so bleak, a path we can't correct?
Well, with our voting choices, sure screams 'what the heck!'


But 'Muricans are tough, gritty, and rise when we must
To keep this great country from its much feared bust
In order to do it we'll have to find ways
That keep us together instead of stuck in a maze

So grab your odd neighbor, old friend or new bud
And have some good talks like good people should
Because it's our country to lose and it's still pretty great
To find your American dream, grab its pump and INFLATE!

To every service member, public servant, volunteer and official that has sacrificed to make the American way of life still the best game in town, we give our deepest thanks to you

Before you write that check,
call 312-INSPECT



 Also performing radon testing via Chicago Radon Testing, Inc., a CBI Company

312-INSPECT
info@inspectingchicago.com
inspectingchicago.com

Contents

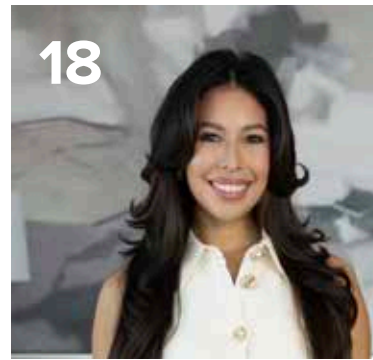


Vilgert Vincenzo Kostaqi **12** COVER STORY

PROFILES



36 Spring Event Photos



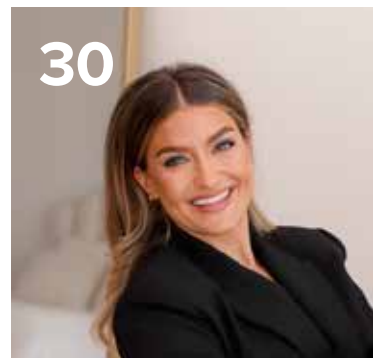
18

Daisy Mazariegos



24

Joanne DeSanctis Kirk



30

Jamie Stoner

IN THIS ISSUE

- 5** Meet The Team
- 6** Preferred Partners
- 9** Publisher's Note
- 12** Cover Story: Vilgert Vincenzo Kostaqi
- 18** On The Rise: Daisy Mazariegos
- 24** Agent Feature: Joanne DeSanctis Kirk
- 30** Agent Feature: Jamie Stoner
- 36** Spring Event Photos
- 46** Top 250 Standings



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



Christine Thom
Managing Editor



Alysha Garner
Ad Strategist



Sonya Martin
Photographer



Richard Camacho
Photographer



Chris Menezes
Writer



Travis Heberling
Videographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

From Contract to Keys—

We've Got You Covered



Let us handle the legal side
so you can focus on the sale.

CONTACT
JUSTIN
Justin Strane

frontdoor

(312) 262-3636 • Justin@FrontDoorLegal.com • FrontDoorLegal.com
2502 N. Clark St., Ste. 236, Chicago, IL 60614



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
Manning Silverman & Co.
(847) 459-8850
ManningSilverman.com

JMC Law Group
Jason M. Chmielewski
(312) 332-5020
jmclawgroup.com

CLEANING
CLEAN'D
(312) 209-9786
cleand.us

HANDYMAN
Handy Geeks
(773) 242-9358
HomeInspectionGeeks.com/handy-geeks

HWA Home Warranty of America
(888) 492-7359
HWAHomeWarranty.com

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

Leonard B. Cannata, Attorney and Counselor
(312) 788-7207
lbcannatalaw.com/

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

HOME INSPECTION
Chicago Building Inspections
312-INSPECT
InspectingChicago.com

HVAC
Preferred Comfort
(773) 458-5883
PCH HeatingAndCooling.com

APPRAISAL SERVICES
Appraisal Solutions Group
(773) 236-8020

Mazek Law Group, LLC
(773) 800-0141
MazekLaw.com

CUSTOM CLOTHING
KERCHER
(517) 303-0034
JoshKercher.com

Keeshin Inspection Services
(773) 871-2356
KeeshinInspection.com

INSURANCE
Goosehead Insurance
Kristine Pokrandt
(708) 858-1246
Goosehead.com

ATTORNEY
Cervantes Chatt & Prince P.C.
(312) 606-9529
CCPChicago.com

Ranjha Law Group
(630) 277-9368
RanjhaLaw.com

FINANCIAL ADVISOR
LR Windsor
(312) 368-3717
LRWindsor.com

Pillar to Post
(773) 999-5548
nateadams.pillarpost.com

LANDSCAPING
Division 32 Landscape Architecture
(708) 408-6769
Division32Landscapes.com

Forde and O'Meara LLP
Lisa J. Saul, Esq.
(847) 910-2317
fordellp.com

Shane E. Mowery, Attorney at Law
(773) 279-9900
MoweryLaw.com

Northwestern Mutual
Jon Dickinson
(847) 969-2585
Jonathan-Dickinson.com

The BrickKicker
(630) 420-9900
Brickkicker.com/ChicagoLand

MEN'S CUSTOM CLOTHING
Bespoke Below
(847) 980-8829
bespokebelow.com/
MORTGAGE / LENDER
A & N Mortgage Services
(773) 305-7037
ANmtg.com

Front Door Legal
Justin Strane
(312) 638-0871
FrontDoorLegal.com

BATH & KITCHEN SHOWROOM
Studio41
(773) 235-2500
Studio41.com

FLOOR CARE
Mr. Floor Companies
Aron Rissman
(847) 777-6715
mrfloor.com

Jill Daniels LLC
(630) 269-9203
JillDanielsLaw.com

Butler Group
Neighborhood Loans
(773) 741-1094
ButlerGroupLoans.com

Mutual of Omaha Mortgage
Courtney Griesenauer
(702) 885-5083
www.mutualmortgage.com/loan-officer/cgriesenauer

Union Home Mortgage
Derek Malley
(224) 305-4122
www.uhm.com/loan-officers/derek-malley

PHOTOGRAPHY
Sonya Martin Photography
(847) 732-0507
SonyaMartin.com

STAGING
Glam House Staging
(630) 430-5418
www.glamhousestaging.com/

Chase
Andrew Tisler
(773) 469-8174
homeloan.chase.com/andrew.d.tisler

Preferred Rate
Elise Elizalde
(630) 320-2985

US Bank
Jennifer Brown
(773) 412-4250

PICTURE FRAMING
Prints Unlimited Gallery
(773) 871-9900
Prints-Unlimited.com

HAVEN Home Staging & Redesign, Inc.
(312) 380-1276
HavenHomeStager.com

CrossCountry Mortgage
Alex Margulis
(312) 651-5352
AlexMargulis.com

Prosperity Home Mortgage
Jeremy Woods
(847) 691-7888
JeremyWoodsMortgage.com

MOVING COMPANY
H2H Movers
(773) 236-8797
H2HMovers.com

PROPERTY MANAGEMENT
Elevated Property Management LLC
(773) 951-9153
ElevatedPMG.com

Paul Kepner Staging
(773) 744-7285

Guaranteed Rate
Joel Schaub
(773) 654-2049
rate.com/JoelSchaub

Rate
Devontae Brooks
(773) 599-1332
www.rate.com/loan-officers/devontae-brooks-1531190

PAINTER
Fresh Coat Painters
(773) 923-2365
FreshCoatPainters.com

Westward 360
(773) 572-0879
westward360.com/

TITLE INSURANCE
Chicago Title
(312) 223-2270
ctc.com

Guaranteed Rate Mortgage
Aaron Wise
(630) 531-1833

Rocket Mortgage
Ryan Pierce
(773) 255-2793

McMaster Painting & Decorating, Inc.
(773) 268-2050
McMasterPainting.com

REAL ESTATE PHOTOGRAPHY/VIDEO/MATTERPORT
Prestige Real Estate Images Inc.
(773) 209-3714
PrestigeListingPhotos.com

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

Huntington Bank
Mauricio Benavente
(773) 474-0974

The Bobart Team at CrossCountry Mortgage
Michelle Bobart
(312) 953-7365
crosscountrymortgage.com/michelle-bobart/

PEST SOLUTIONS
Rose Pest Solutions
(800) GOT-PESTS?
RosePestControl.com

WINDOW TREATMENTS
All About Blinds
(630) 539-9100
aablinds.com

THERE IS NO TRANSACTION WHERE SPEED AND ACCESSIBILITY MATTER MORE.

I understand, and I deliver.

Attorney. Homeowner. Parent.
Bringing together the knowledge and expertise in the three roles I embrace the most, I impart finesse and proficiency to a fast-paced and challenging real estate market.



 **SM**
SHANE E. MOWERY
ATTORNEY AT LAW

smowery@mowerylaw.com
(773) 279-9900
MoweryLaw.com

EXPERIENCE THE DIFFERENCE

The financial decisions you make today can impact you in the future. Let's talk *today* about how I can offer a customized approach to your financial goals and needs.



Morgan Lougee
312-368-3717
mlougee@financialguide.com
Westpoint Financial Group
1 N Franklin St, Suite 2470,
Chicago, IL 60606
CA Insurance License # 0M87713

Be treated the way you treat your clients.
Find me on LinkedIn!  

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investors Services, LLC, Member SIPC (www.SIPC.org), Supervisory office 300 S Wacker Dr, Suite 2000, Chicago, IL 60606, Phone: 312-547-1660, CRN202208-266604

westpointfinancialgroup.com/associates/morgan-lougee/

 **Rocket Mortgage**

Proud to be your "go to" local lender.

With more than 20 years of mortgage experience, you can trust that I will find the right loan for you.



Ryan Pierce
Executive Loan Officer
(773) 255-2793
ryanpierce@rocketmortgage.com
rkt.me/RyanPierce
NMLS #1041686

Licensed in AZ, CA, CO, FL, IL, IN, MI, MN, NC, OH, TN, TX, WA and WI
Rocket Mortgage, LLC: NMLS #3030

Mortgage lending products provided by Rocket Mortgage, LLC | NMLS #3030; www.NMLSConsumerAccess.org. Licensed in 50 states. For additional information, please visit RocketMortgage.com.



JOEL SCHAUB

Your clients deserve the best!

Work with the

#1 Mortgage Loan Officer in Chicago*

Rate

THE
JOEL SCHAUB
TEAM

773.654.2049 | Joel@rate.com | @JustCallJoel

EQUAL HOUSING LENDER Joel Schaub, NMLS #224512; NMLS License #2611
For Licensing Information, go to www.nmlsconsumeraccess.org

3940 NORTH RAVENSWOOD CHICAGO, IL 60613

Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Rate for more information. SOURCE: [HTTPS://CHICAGOAGENTMAGAZINE.COM/2024/11/04/LOAN-OFFICER-OF-THE-YEAR-JOEL-SCHAUB-RATE/](https://chicagoagentmagazine.com/2024/11/04/LOAN-OFFICER-OF-THE-YEAR-JOEL-SCHAUB-RATE/)



PUBLISHER'S NOTE

THE ROOM MATTERS

One of the things I have learned from being immersed in this community is that success is rarely about a single idea.

It is usually a collection of small things. A conversation. A relationship. A shift in perspective. A best practice picked up from someone who has already solved the challenge you're facing.

That is why the room matters.

This spring, we brought together Real Producers from across Chicagoland for our first-ever combined panel. Grace Kaage, Matt Laricy, Grigory Pekarsky, and Tommy Choi shared incredible insights, but what stood out to me most was what happened before the panel started and during the social that followed.



Agents from all over Chicagoland were connecting, sharing ideas, and inspiring one another, all while building relationships. That is where some of the real value lives.

Real estate can be competitive, but it does not have to be isolating. One of the goals of Real Producers has always been to create opportunities for the best in the business to learn from one another, challenge one another, and ultimately go further together.

As you flip through the photos from the spring event on page 36, I hope you see more than familiar faces. I hope you see a community of real estate professionals committed to getting better, supporting one another, and continuing to raise the bar for the industry across Chicagoland.

And if you missed this one, don't worry, there is always another room to step into.

Andy Burton
Publisher
andy.burton@n2co.com

@ChicagoRealProducers

facebook.com/ChicagoRealProducers

MAZEK
LAW GROUP

Going Beyond the Transaction to Protect All of Your Clients' Assets

ENTITY FORMATION • ESTATE PLANNING • ASSET PROTECTION

Michael Mazek
Founder & Attorney
Michael@MazekLaw.com
mazeklaw.com
773-800-0141 (Call/Text)
3805 N. Lincoln Ave.
Chicago, IL 60613

McMaster
Painting & Decorating
"Where Vision Becomes Reality"

The Right Color Makes All The Difference

SERVING CHICAGO & SUBURBS

Kevin McVicker, Owner
 GET A QUOTE 773-268-2050
 info@mcmasterpainting.com
 www.mcmasterpainting.com

A and N mortgage

Local, Affordable & Creative Mortgage Solutions

Non-Warrantable Condos, Physician Loans, Low-Down Payment Jumbo Options & More
 Financing for First-Time Buyers, Investors, and Everyone in Between

Savannah Hooker
 VP of Mortgage Lending
 savannah@anmtg.com
 309.533.2775
 ANmtg.com

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. Offer of credit subject to credit approval. A and N Mortgage Services, Inc. 1345 N. Elston Ave. Chicago, IL 60642 p: 773.365.LOAN (5626) ANmtg.com NMLS No. 19291. For licensing information and for Texas consumers to file a complaint, go to: www.anmtg.com/licensing/ (National Mortgage Licensing System www.nmlsconsumeraccess.org. NMLS No. 2143652)

CELEBRATE INDEPENDENCE WITH CONFIDENCE
 ★★ ★ Simplify Solar Inspections This Summer ★★ ★

SOLAR-EQUIPPED LISTINGS?

We help agents and buyers clearly understand system conditions—just in time for the new 8.0 Real Estate Contract.

NOW OFFERING PROFESSIONAL SOLAR INSPECTIONS.
 800-821-1820 | request@brickkicker.com
 [Scan to Book Instantly]

AMERICA 250
 1776-2026

Mention "AMERICA10" for **10% OFF** in July

The BRICKKICKER
 INSPECTION SERVICES
 Serving the American Dream
 SINCE 1989

powered by **Sprk**
 Delivered by The BrickKicker

BOOK ONLINE

**PLAN FOR TOMORROW,
 LIVE FOR TODAY.**

Vista Wealth Management Group
 Jonathan Dickinson
 847-969-2585
 jonathan.dickinson@nm.com
 Schaumburg, IL 60173
 www.vistawealthmanagementgroup.com

Northwestern Mutual

07-2000 ©07-2024 The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI.

REAL PRODUCERS

WIN A \$250 GIFT CARD

Scan the QR code to enter

Answering a few questions could be worth \$250!
 Take our quick survey (it's just 1 minute) and you'll be entered for a chance to win a \$250 gift card.

NO PURCHASE NECESSARY. Open to legal residents of the U.S. (excluding Arizona, Florida, New York, and Rhode Island), age 18 or older. Void where prohibited. Entry period begins 9/1/25 and ends 12/31/26 at 11:59 PM ET. Limit one entry per person. One (1) winner will be randomly selected each month (on or about the first of each month) to receive a \$250 gift card. Odds of winning depend on the total number of entries received each month. Winners will be notified via email. The NZ Company, d/b/a REAL PRODUCERS (collectively "NZ"), reserves the right to cancel, suspend, or modify the promotion if technical or other issues prevent it from running as planned. By entering, participants agree to release and hold NZ harmless from any claims arising out of participation. NZ is not responsible for technical errors or issues beyond its control. These rules are governed by the laws of Texas.

**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

SJK
 SUSAN J. KIM LLC
 ATTORNEY AT LAW

Direct: 847.906.3166
Office: 224.403.3131
 susan@sjkimlaw.com

MULTILINGUAL
 English, Korean, and Spanish

**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.

FROM THE
GROUND UPBY CHRIS MENEZES
PHOTOS BY SONYA MARTIN

VILGERT VINCENZO KOSTAQI

Starting over isn't something most people choose to do. But for REALTOR® Vilgert Vincenzo Kostaqi, it was the only way forward. Leaving behind his established life in Albania—his businesses, his network, everything familiar—Vilgert moved to the US to be with his wife. While his background primed him for a successful career in real estate, what came next wasn't a continuation. It was a reset.

"[Being in a new country] I had to rebuild professionally and personally," he says. "I had to adapt to a new market, a new culture, and a new way of doing business."

Even before real estate, Vilgert was wired for business. With a background in geological engineering and a master's degree in executive management, he'd developed a strong analytical and strategic foundation. But his intuition has always been just as strong: it has always guided his entrepreneurial ventures and the way he serves clients, but especially today.

"Beyond the numbers and data, I pay attention to how a space feels and how a decision sits over time," he explains. "That instinct has guided a lot of the right outcomes for my clients."

Vilgert's career path has been largely shaped by entrepreneurship. In Albania, he founded a financial consulting company, working closely with individuals and companies in finance on strategy and growth. Later, he owned and operated a restaurant inspired by the Pop Art movement

Growing up in Albania further primed him for success. Vilgert was surrounded

by a culture that values hard work, resilience, and perseverance; and being often compared to cousins and other relatives sparked his competitive side early on. All the while, he paid close attention to people who built things well and with care, things that lasted.

"I've always looked up to people who lead with vision and integrity," he says. "People who build something meaningful while maintaining strong relationships along the way."

That combination of values—discipline on one side, relationships on the other—still defines how he operates today. It's also what made his transition to real estate feel less like a leap and more like a natural extension of who he already was.

"I've always been someone who enjoys working with people," he says. "I genuinely like building connections, having conversations, and understanding what matters most to someone."

Vilgert officially stepped into real estate in 2024, bringing that same mindset with him—albeit this time in a completely new country, culture, and without a network to lean on—and it served him well.



"I focused on learning the market, building relationships, and staying patient through the early stages," he says. "That experience strengthened my resilience and reinforced my belief that with the right mindset and work ethic, you can build something meaningful anywhere."

Today, Vilgert runs the Vikes RE team, which he's building alongside his wife, REALTOR® Keis Kostaqi. While Vilgert focuses on the client-facing side of the business, Keis primarily leads operations. Her strong technology background and systems-driven approach keep everything running smoothly behind the scenes. Together, the couple has built a partnership grounded in alignment.

"The most important thing when working with a partner is having a shared vision," Vilgert says. "You

“BEING FROM ALBANIA, I UNDERSTAND THE VALUE OF COMMUNITY AND THE POSITIVE IMPACT OF SUPPORTING ONE ANOTHER, ESPECIALLY WHEN YOU’RE BUILDING SOMETHING IN A NEW ENVIRONMENT.”



need to be aligned on your goals, your standards, and how you approach both the business and your clients. Equally important is how you collaborate—it requires clear communication, mutual respect, and an understanding of each other’s strengths.”

As their business continues to grow, Vilgert is focused on expanding into new markets, including Florida, while continuing to build a team that reflects the same level of service and attention to detail he’s known for. At the same time, he’s looking deeper into the investment side of real estate—both personally and with his clients—to explore and find opportunities to create long-term value, utilizing his strong analytical and strategic skills and instincts.

Outside of work, Vilgert and Keis prioritize spending personal time together, whether they are traveling, exploring new restaurants, or simply slowing time down at home. Their dog, Charkie, is a constant presence—he brings a bit of energy and joy into their day-to-day. When Vilgert does take time to reset, he loves spending time at incredible beaches and exploring new cultures.

Supporting the community in meaningful and authentic ways is equally important to Vilgert. “One thing that’s especially important to me is supporting Albanian-owned businesses and entrepreneurs,” he says. “Being from Albania, I understand the value of community and the positive impact of supporting one another, especially when you’re building something in a new environment.”

As Vilgert continues building his life and growing business in the US, the principles that shaped him early on in Albania are the same ones that are guiding him forward, and the ones he’s committed to living up to as everything continues to take form. ▾

Vilgert with his wife, Keis, and their dog.



WE MAXIMIZE YOUR PORTFOLIO’S POTENTIAL.

Rent Collection • Monthly Transfer of Rental Income • Monthly and Annual Reporting • 24/7/365 Emergency Maintenance • In-House Maintenance and Repairs • Unit Inspections • Rules Enforcement and Fine Collection • In-House Construction and Construction Management Team

We partner with REALTORS®. Your clients remain your clients. We take care of the property management.



We manage individual condos, single-family homes, and multi-unit properties of all sizes.

Learn More

773.951.9153

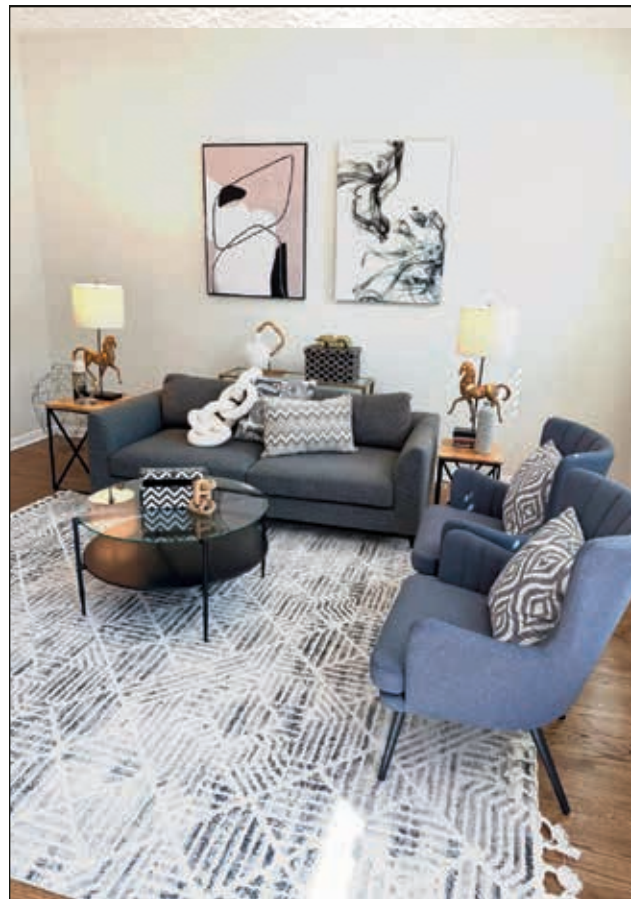
hi@elevatedpmg.com

www.elevatedpmg.com



Discover why more and more investors trust Elevated to manage their investments.





PAUL STAGING KEPNER INTERIORS

Where First Impressions Become SOLD

Staging design helps homes sell quicker and for more. Paul Kepner Staging works hand-in-hand with realtors to transform listings into showstoppers that buyers can't resist.



BECAUSE YOUR SUCCESS
IS OUR SUCCESS.

Call today for a consultation.
773-744-7285
PaulKepner@gmail.com

Consider It Handled. No Hand-Offs. No Headaches.

There's no team behind the curtain.

That means faster answers, fewer mistakes, and a smoother experience for you and your clients.

Different approach. Same goal: *getting it done right.*

Let's close the deal. **Leonard B. Cannata**

312-788-7207 | LBCannataLaw.com
1 Westbrook Corporate Center, Ste 300, Westchester, IL 60154



Jumbo mortgage products We can help you dream big



Making a property investment can be one of your most important decisions. Let us help you through the financial process with a jumbo mortgage loan so you can buy the home of your dreams.

- Loan amounts up to \$9.5 million¹
- No mortgage insurance required
- Purchase financing up to 85% of your home's value²
- Second home and investment-property financing
- Fixed-rate, adjustable-rate³ and interest-only loans⁴
- In some instances, financing for 89.99% of a primary home's value for loan amounts up to \$3 million⁵
- A jumbo ARM can be a favorable option if you plan to be in your home less than 30 years

To learn more about the jumbo mortgage products we offer — or any of our other mortgage programs — please contact me.



Andrew Tisler, Senior Home Lending Advisor
National Achiever
Chase certified in VA loans
C: (773) 469-8174
andrew.d.tisler@chase.com
homeloan.chase.com/andrew.d.tisler
NMLS ID: 927078



Scan to visit my website



¹ Non-Agency loans available up to \$9.5 million. Additional restrictions may apply. Please contact a Chase Home Lending Advisor for details.

² Loans up to 85% of a home's value are available on a purchase or refinance with no cash back, subject to property type, a required minimum credit score and a minimum amount of monthly reserves (i.e., you must set aside enough money in reserve to make a specified number of monthly mortgage payments [principal, interest, taxes, insurance and assessments] after the loan closes). Product restrictions apply.

85% Example: A 30-year, fixed-rate loan of \$1,000,000 with an interest rate of 6.75% / 6.8575% APR will have 360 monthly principal and interest payments of \$6,485.98. Payments shown do not include taxes, homeowners insurance, or mortgage insurance (if applicable). Actual payments will be higher. This is assuming a purchase transaction, 45-day lock, 85% LTV, 700 FICO, single family, owner-occupied, closest to zero discount points, rates change daily.

The APR shown is based on the interest rate and discount points only and does not take into account other loan-specific finance charges you may be required to pay.

³ For the Adjustable-Rate Mortgage (ARM) product, interest is fixed for a set period of time, and adjusts periodically thereafter. At the end of the fixed-rate period, the interest and payments may increase according to future index rates. The APR may increase after the loan closes.

Interest-Only Mortgage: Depending upon your credit profile, interest-only loans are available and provide for the payment of interest only for a set period of time, and payments of principal and interest thereafter for the remainder of the loan term. While making interest-only payments, principal is not reduced. At the end of this period, your monthly payment will increase, possibly substantially, because you will be required to pay down the outstanding principal plus any remaining interest. Always consider paying more than the minimum payment to pay down the principal.

Loans are available for up to 80% of a home's value for both purchase and refinance, excluding certain cash out refinances, and are contingent upon occupancy type. Eligibility for Interest-Only loans depends on the property type, a minimum credit score requirement, and a specified amount of monthly reserves. Borrowers must allocate sufficient funds in reserves to cover a designated number of monthly mortgage payments, including principal, interest, taxes, insurance, or assessments, following the loan closure. Product restrictions apply.

Non-Agency interest-only loans available up to \$9.5 million. Additional restrictions may apply. Please contact a Chase Home Lending Advisor for details.

89.99% Example: A 30-year, fixed-rate loan of \$1,000,000 with an interest rate of 6.75% / 6.8487% APR will have 360 monthly principal and interest payments of \$6,485.98. Payments shown do not include taxes, homeowners insurance, or mortgage insurance (if applicable). Actual payments will be higher. This is assuming a purchase transaction, 45-day lock, 89.99% LTV, 740 FICO, single-family, owner-occupied, closest to zero discount points, rates change daily.

The APR shown is based on the interest rate and discount points only and does not take into account other loan-specific finance charges you may be required to pay.

Financing available up to 89.99% of a primary home's value on a purchase or Chase-to-Chase no cash out refinance subject to enhanced eligibility requirements. Geographic restrictions apply.

All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply.

Daisy Mazariegos

BUILDING A MEANINGFUL BUSINESS

BY LAUREN YOUNG
PHOTOS BY ANNA KOMAROV

Many people don't actually know what's possible through real estate," says Chicago REALTOR® Daisy Mazariegos. "I want to become a voice that helps educate people about those opportunities."

Long before she entered the real estate industry, Daisy was shaped by an environment where real estate helped create meaningful opportunities for her family. Those early influences now guide how she supports clients today, especially those navigating unfamiliar or uncomfortable decisions.

"I was born and raised in Ravenswood in a Guatemalan immigrant family, and that upbringing shaped a lot of who I am today," Daisy says. "My family came to the US with absolutely nothing, but over time they were able to build stability and generational wealth through real estate."

"Watching that growing up made a huge impression on me. It showed me how powerful real estate can be in changing someone's financial future," she adds.

Initially, Daisy pursued a career working with animals, studying zoology and even spending time working in an animal hospital. Ultimately, she switched her plans after a few years, looking for a profession that combined her background with her internal drive and passion for helping others. She wanted to build something of her own, and real estate offered exactly that.

"While I valued that experience, it made me think more seriously about the kind of life and career I wanted to build for myself long-term," she says. "I realized I wanted something that allowed me to be more entrepreneurial, where my growth and results would be directly tied to the work I was willing to put in."

When she entered the real estate world, Daisy quickly recognized that building a successful career would require more than effort alone. Without a predefined system to follow, she had to develop her own approach and remain consistent in executing it.

"One of the biggest challenges I had to overcome early on was starting without a clear blueprint for how I was going to build my business," she says. "I didn't enter the industry with a large network of buyers and sellers ready to work with me, so I had to figure out a different way to generate opportunities."

That challenge led Daisy to embrace new ways of connecting with people. She focused on building visibility through authentic communication, marketing platforms, and local engagement, creating relationships that would later support the growth of her business.

"I approached it differently by leaning heavily into social media, personal branding, community involvement, and building connections," she says. "At the time, social media wasn't really being used by real estate agents the way it is today, especially TikTok, which was mostly known for dances and trends. Very few agents were using it to generate clients."

As her business developed, Daisy became more intentional about how she defined growth. She shifted her attention toward building strong relationships and aligning her work with

“
Success to me isn't just about numbers or how many deals you close; it's about building a business that is meaningful, where you're making a real impact on the people you work with and creating relationships that last beyond a transaction.
”





the clients she could serve best. That shift continues to pay off. In fact, Daisy's business nearly doubled last year.

"It's not about trying to do thirty or forty deals a year; it's about asking yourself who are the people you truly want to focus on," she says. "Success to me isn't just about numbers or how many deals you close; it's about building a business that is meaningful, where you're making a real impact on the people you work with and creating relationships that last beyond a transaction."

While she continues to build her business, Daisy stays grounded through the people who matter most to her: her family. She says that time with her family provides her with a sense of balance and perspective that carries into her day-to-day life.

"My mom is a huge part of my life," she says. "A big personal motivation for me is being able to give back to my family, especially my mom."

For Daisy, supporting organizations focused on animal welfare allows her to stay connected to her personal passion while contributing to her community. One of those organizations is PAWS Chicago. She is an active supporter of the nonprofit and is even part of the PAWS Chicago Professional Board.

"I've always had a love for animals, so supporting an organization that helps rescue, care for, and find homes for animals in need is something that's very important to me," she says. "It's really rewarding to be part of a community that's working to make a real impact for animals in our city. Plus, my pup is a rescue!"

Looking ahead, Daisy remains focused on growing her business through relationships and community impact and by giving 100 percent effort to everything she does.

"Knowing where my family started and what they were able to build through real estate drives me every single day. My goal is to be that example for my clients: to show them what is possible and help them get there. 🏡"



Impact.

HOW VIDEO IS RESHAPING MARKETING IN 2026

The most successful brands won't be the loudest — they'll be the *most impactful.*

Today's buyers and sellers don't just want to see properties. They want to feel the lifestyle, understand the story, and connect with the people behind the brand. High-impact video transforms listings into experiences, agents into brands, and transactions into narratives.

Cinematic visuals, authentic testimonials, and behind-the-scenes moments are outperforming traditional marketing — because they create emotional resonance, not just awareness. A single well-crafted brand film can influence perception for years.

WHAT WE CREATE

- BRAND FILMS
- PROPERTY TOURS
- AGENT PROFILES
- TESTIMONIALS
- SOCIAL REELS

95%
OF A MESSAGE IS RETAINED WHEN DELIVERED BY VIDEO VS. 10% FROM TEXT

86%
HIGHER CONVERSIONS ON LANDING PAGES WITH EMBEDDED VIDEO

||
They did an amazing job with their creative approach to filming and photos. I have already scheduled our next 3 projects — I highly recommend Visual Filmworks.
★★★★★
— MICHAEL C., ARCHITECTURE CLIENT
VERIFIED GOOGLE REVIEW



Visual Filmworks
info@visualfilmworks.com

visualfilmworks.com
SCAN TO SEE WHAT WE CAN CREATE TOGETHER



A WORD TO THE MODERN MAN...



BEFORE YOU EVER SPEAK...



THEY'VE ALREADY DECIDED...



AT WORK.
AT DINNER.
AT THE CLOSING TABLE.



EVEN ON YOUR "OFF" DAYS...



WHAT YOU WEAR NEVER STOPS TALKING.

A REMARKABLE DISCOVERY IN THE WORLD OF PROFESSIONAL DRESS...

For years, ambitious professionals focused on strategy, marketing, negotiation and numbers.

Yet many overlooked a powerful advantage.

Clothing!

Not fashion.
Not trends.
Not decoration.

Alignment.

Proportion.
Fabric.
Authority.

In high performance environments, presentation is not vanity. It is leverage.

High performers trust KERCHER with their wardrobe.

Many fine men continue to rely on The Other Guys™.

We wish them well.

BY APPOINTMENT ONLY
CHICAGO & LOS ANGELES



HIGH PERFORMERS WEAR KERCHER

If you're competing at the highest level, details are no longer optional.

- YOU CAN'T AFFORD NOT TO!

You invest in training. In advisors. In systems. Why would you neglect the one asset that enters the room before you do?



**PEOPLE
BEFORE
PROPERTY**
BY LAUREN
YOUNG
PHOTOS BY
SONYA MARTIN

Joanne DeSanctis Kirk

“I remain passionate about the relationships I’ve built in this business,” says Chicago REALTOR® Joanne DeSanctis Kirk. “My friend, REALTOR® Liz Lassner, has a great tag line: ‘people before property,’ and it has become one of my guiding principles.”

But for Joanne, that heart-centered philosophy developed long ago and was shaped by a life that saw her move from a small town to one of the country’s largest cities. Growing up in Wyomissing, Pennsylvania (population then about 8,000), she experienced the closeness of a tight-knit community before setting her sights on something bigger.

“Most people have not heard of my hometown unless they are a ‘Swiftie’: Wyomissing is the town Taylor Swift grew up in after her family moved from the Christmas tree farm,” Joanne says.

While Wyomissing gave Joanne a strong sense of place, she felt a desire for more. Joanne left to attend Marquette University in Milwaukee, a move that introduced her to the Midwest and ultimately, Chicago.

“That choice led me to Chicago, which has been my home for forty years now,” she says. “I used to joke with my father that I am a Midwesterner who was temporarily displaced by birth.”

“Ironically, my first job here, right after college, was as an assistant to an assistant meeting planner at the National Association of REALTORS®,” she adds. “I guess I’ve come full circle.”

In the time between, Joanne built a thriving career working in large law

firms, focusing on attorney hiring, training, and development. It was detailed work that required organization and a strong understanding of how to connect with individuals in meaningful ways. Her transition into real estate came in an unexpected way. What began simply as a way to help support her husband, a home builder and developer, on a single project quickly turned into something more.

“At the time, my husband and his partner were building a spec home, and he encouraged me to get my license just to sell that house,” explains Joanne. “I was extremely resistant because I hadn’t been that impressed by most of the brokers we had interacted with in the past. To my surprise, I really enjoyed the course. I came home and essentially said, ‘I’m going to do this full-time at a brokerage.’”

Her decision marked a turning point. After ten years as a stay-at-home mom following her corporate career, Joanne was ready to reenter the workforce in a way that felt aligned with her strengths. Real estate allowed her to integrate her honed skills with the practical knowledge she’d gained over the years.

“To work in an industry that combined my communication, organizational, and marketing skills with the knowledge I had learned

through being married to a builder and developing a few properties just seemed to make sense,” she says.

Building a business, however, required stepping outside her comfort zone. This self-described introverted extrovert says she had to learn how to navigate the social demands of the industry while staying true to who she is.

“Putting myself out there to grow and develop a healthy business was not easy,” she shares. “But when I realized it was really just about building genuine relationships with people, putting the focus on others, the shyness faded.”

From the beginning, Joanne has measured success not through volume, but through connections. Over time, her business has become rooted in long-term relationships, and many of her client relationships have deepened into lasting friendships.

“Becoming a client’s ‘family REALTOR®;’ receiving invitations to weddings, baby showers, and the like; and being able to help friends are the best kinds of rewards,” she says.

At home, Joanne’s life reflects the same sense of connection. Together with her husband, David, they have built a life centered on simple moments and shared routines in the Andersonville neighborhood where they’ve lived for the past twenty-five years. Although their daughter, Kathryn, is now an adult, they all prioritize spending time together. They especially enjoy being out on the water on their boat near Belmont Harbor.

“But when I realized it was really just about building genuine relationships with people, putting the focus on others, the shyness faded.”



Joanne gives back and stays engaged with the community and city she calls home in several ways, but one of the organizations she has supported for years is Care for Real in Edgewater.

“It is the local food pantry, and they help anyone who comes, no questions asked,” she says. “They do remarkable work and are a vital community resource.”

Looking ahead, Joanne remains focused on continuing the work that has brought her fulfillment. Her goals are not centered on expansion for its own sake, but to build the same quality relationships she always has with more clients, while continuing to serve her current clients with care.




“My goal is to keep helping clients for as long as I’m able,” she says. “Real estate is what I enjoy doing. It brings value and purpose to my life, and I love all the connections I make.”



Sonya
martin
photography

Schedule your session today

(847) 732-0507 | sonyamartin.com

 SONYAMARTINPHOTOGRAPHY
 SONYA MARTIN PHOTOGRAPHY
 @SMARTINPHOTO



The Nate Adams Team helps agents and buyers close faster



Online Booking
Save time and book online! It's fast, easy, and convenient.



Pillar To Post HomePage
Your personal online Pillar To Post inspection dashboard. Accessible anytime, anywhere.



DOWNLOAD MY DIGITAL BUSINESS CARD HERE



The Nate Adams Team
773-999-5548

nate.adams@pillartopost.com
nateadams.pillartopost.com
LICENCE #450.011699 Exp 11/30/26



UNIONHOME MORTGAGE *Dm*
YOUR CHICAGOLAND LENDER

Derek Malley
Loan Officer
dmalley@uhm.com
Mobile: 224.305.4122
NMLS 920679



For more information, contact:



Mauricio Benavente
Mortgage Loan Officer - Growth
NMLS# 608614
222 North LaSalle St
Chicago, IL 60601
o: (773) 474-0974
e: mauricio.benavente@huntington.com

www.huntington.com/mortgage/benavente-mauricio



A mortgage program specifically for practicing physicians

That's just how we operate

You logged the hours. You earned your degree. You're set with a job. You deserve to be rewarded for your hard work. Huntington's physician mortgage program is tailored specifically to medical doctors, dentists, and veterinarians who are actively participating in their field.¹

The program offers a wide range of options, including 100% financing up to \$1,000,000, 95% financing up to \$1,750,000, and 89.99% financing up to \$2,500,000.¹ Other features include:

- **No private mortgage insurance requirement.**
- **No prepayment penalty.**
- **No restrictions on residency status.** We have an income-based student calculator for anyone in a residency or fellowship program to help determine financing options.

¹Program only available to medical doctors who have a minimum degree of M.D., D.O., D.M.D., D.V.M., or D.D.S. and proof of sufficient income or active employment contract with proof of sufficient income and reserves. Minimum reserves required vary depending on amount of the loan. Maximum loan amount at 100% financing is \$1,000,000, at 95% financing is \$1,750,000 and 89.99% financing is \$2,500,000. Loan-to-value (LTV) financing options vary based on customer FICO score. Maximum overall loan amount is \$2,500,000 with a maximum overall cash out option of \$250,000 for refinances. Program is limited to the purchase or refinance of a primary residence.

All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.

The Huntington National Bank is an Equal Housing Lender and Member FDIC. Huntington® and Huntington® are federally registered service marks of Huntington Bancshares Incorporated. Welcome.® is a service mark of Huntington Bancshares Incorporated. ©2024 Huntington Bancshares Incorporated. NMLS ID #402436 (09/24)



Real Estate Valuation & Consulting
With Specific Emphasis on Renovation &
New Construction Analysis



Michael S. Leigh,
Owner

Appraisal Solutions Group
Chicago | Lake Forest | Waukegan
312-800-1025 Main Office
orders@appraisalsolutionsgrp.com



Residential Real Estate,
Tax Appeals, Estate Planning
and Probate



Jill Beda Daniels
Attorney and Mediator

www.JillDanielsLaw.com
Jill@JillDanielsLaw.com
29 S. Brainard Ave.
La Grange, Illinois 60525
T 630.270.3393

THE ALL-AMERICAN CLOSING GIFT



OUR PRODUCTS ARE PERFECT FOR:

- 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@gmail.com

CutAboveGifts.com



American made since 1949





Jamie

STONER

Built on Her Own Terms

BY LAUREN YOUNG
PHOTOS BY LANDRY KATE PHOTOGRAPHY

“The more aligned you become with who you truly are, the more everything starts to fall into place,” says REALTOR® Jamie Stoner of Compass. “The experiences that feel uncertain or uncomfortable are usually the ones that shape you the most.”

For Jamie, those words carry the full weight of building a successful business built from the ground up, as well as achieving hard-won self-awareness and a life reshaped with intention over the past eleven years.

Stoner grew up in Chicago’s Rogers Park neighborhood and attended Loyola Academy in Wilmette for high school, giving her an early familiarity with both city and suburban life that would later prove invaluable to her clients. She went on to study at DePauw University in Indiana, but everything changed after a summer job at a small boutique real estate agency in Chicago. Encouraged by her older sister, a REALTOR® already working in the city, Jamie quickly realized real estate was the career path she wanted to pursue long-term.

After graduating, she continued renting apartments full-time before transitioning into sales and joining a team to sharpen her skills at a higher level. Her studies in advertising and studio art gave her a distinct lens through which to approach the work—one that blended creative instinct with strategic thinking. Two years later, she stepped away from the team to build something entirely of her own at Compass.

“I’ve always known I was meant to build something of my own and real estate became the perfect intersection of everything I’m drawn to: design, relationships, business, and my deep connection to Chicago,” Jamie says.

Her early years in the industry came with growing pains that had less to do with market conditions and more to do

with growing into herself. Starting in the industry at age nineteen meant that her professional and personal identities were developing simultaneously; that journey wasn’t always a smooth one.

“Early on in my career I tied a lot of my confidence and sense of worth to how I was performing and how others perceived me,” Jamie says. “That led to perfectionism, overthinking, and to getting in my own way sometimes.”

After embracing personal development work that helped her to gradually rewire how she made decisions and measure her own progress, Jamie felt a significant shift inside. And far more reconnected to herself.

“I feel like I’ve completely reinvented who I am,” she says. “For a long time, I thought that kind of change would require leaving Chicago and starting over somewhere new, but I’ve been able to do that work while staying in this city and in the career I love.”

“Stepping out on my own as a solo agent was a major turning point for me,” she adds. “It required me to trust myself on a deeper level and pushed me to get really clear on who I am, how I want to show up, and what kind of business I actually want to build.”

This growth is one of the things Jamie now values most about her journey within the real estate industry itself.



“I think that growth is one of the most beautiful things about this career path. It evolves with you and can become whatever you want it to be,” she says. “This business has supported me through every version of myself. It’s been a constant foundation through every season of growth and change in my life.”

Today, Jamie’s business is deeply relationship-driven. The majority of her work comes through referrals and repeat clients: a reflection of the thoughtful experience she strives to create at every stage of a transaction. Her ability to build genuine relationships and guide clients through major life transitions, complemented by her eye for design, has become a meaningful differentiator to her clients, whether she’s helping buyers envision the potential of a home or guiding sellers through small, intentional updates to elevate a home’s atmosphere and value.

“People remember how you made them feel,” Jamie says. “If you lead with care, integrity, and clear communication, the business will follow.”

Outside of work, Jamie recharges through workouts, dinners with the people closest to her, and walks along the river near her home in the Fulton River District with her German shorthaired pointer, Finn. She is the youngest of four siblings and a proud aunt to four nieces, three nephews, and one more on the way. She describes her family as a constant source of grounding, and she spends as much time as she can with both her Chicago-based relatives and her boyfriend’s family in Wisconsin.

Looking ahead, Jamie sees real estate as the foundation for her larger vision that includes design work, mentoring others, and building a life marked by freedom and intention.

“To me, success goes far beyond money, recognition, or production,” she says. “I want to achieve success in real estate, but in a way that supports the life I’m creating and the woman I’m becoming.”

“I THINK THAT GROWTH IS ONE OF THE MOST BEAUTIFUL THINGS ABOUT THIS CAREER PATH. IT EVOLVES WITH YOU AND CAN BECOME WHATEVER YOU WANT IT TO BE.”



WHITE-GLOVE HVAC PARTNERSHIP for Luxury Brokers



Position every listing for premium offers and seamless closings with concierge HVAC services designed for million-dollar properties. Fast, discreet, and professional HVAC assessments, repairs, and certification that protect value and accelerate high-stakes transactions.



SCAN TO LEARN MORE about our Realtor Program and access exclusive offers.

KEY BENEFITS

- ✓ **Priority Concierge Scheduling** – same-day or next-day service for your VIP clients.
- ✓ **Pre-Listing HVAC Certification** – polished reports with photos and short video to include in marketing packets.
- ✓ **Discreet, On-Site Repairs** – quick fixes that preserve staging and curb appeal.
- ✓ **Co-Branded Documentation** – elegant, agent-branded reports that reassure buyers and appraisers.
- ✓ **Client Perks** – exclusive offers and white-glove follow-up for your buyers and sellers.



PARTNER WITH US TODAY! | (773) 456-5883 • PCHeatingAndCooling.com

- BOOST HOME VALUE**
- AVOID INSPECTION DEAL BREAKERS**
- FAST REPAIRS TO SMOOTH TRANSACTIONS**

The perfect home deserves the perfect loan.

With home loans for all of your clients' home-buying needs, there has never been a better time to check out CrossCountry Mortgage!

- ▶ Portfolio Loan Options
- ▶ Down payment assistance programs
- ▶ Special Doctor Programs
- ▶ 5+ Unit Multifamily Financing



ALEX MARGULIS
CROSSCOUNTRY MORTGAGE™

ALEX MARGULIS
VP of Mortgage Lending
312.651.5352
alex@ccm.com
www.alexmargulis.com
nmls: #192878

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 Licensee. 2936 West Belmont Ave. | Chicago, IL 60618 NMLS1806505 NMLS192878.

CHICAGO TITLE

Open more doors with our technology driven solutions.

Contact us to unlock your listing potential.

Greg Kenner
VP, Chicago Area Manager
greg.kenner@ct.com

Alison Stogdill
AVP, Account Executive
alison.stogdill@ct.com

Ian Schlueter
Account Executive
ian.schlueter@ct.com



B
BESPOKE
BELOW

CHICAGO'S PREMIER
CUSTOM CLOTHING COMPANY
FROM CASUAL ELEGANCE TO FORMAL SOPHISTICATION.

BespokeBelow.com 847.980.8829 @bespokebelow f BespokeBelow



**Cool Confidence
at Every Closing**

**This is how we stand out
in the industry:**

- Homeowners choose their own contractor.
 - Contractors are paid anticipated retail rates.
- Achosa pays contractor over the phone with a CC.
- Achosa's average claim is open for less than 3 days!
- 30 seconds or less hold times
- 9.4 out of 10 customer rating

Call Kim for a \$50
Discount of ALL Plans!

ACHOSA
HOME WARRANTY, LLC
Kim Bisailon
Senior Sales Executive | 13 Years in the Business

SCAN ME

Call or Text: 847.975.6706 | Email: kimb@achosahw.com



PreferredRate
Partnered with American Pacific Mortgage
NMLS# 1850

**WORKING WITH
MY MOM IS
always a vibe**

ELISE ELIZALDE
Mortgage Advisor NMLS#1650171
direct: 574.276.3533
elise.elizalde@preferredrate.com

let's connect!

FORDE & O'MEARA

COMMERCIAL LITIGATION | REAL ESTATE LITIGATION | REAL ESTATE TRANSACTIONS, | ZONING & LAND USE



F

When it comes to
REAL ESTATE, always go
with Experienced Lawyers



Lisa J. Saul, Esq.

191 N. Wacker Drive, 31st Floor
Chicago, IL 60606
847-910-2317
lsaul@fordellp.com
www.fordellp.com

Leading Lawyers™
LISA J. SAUL
PEER SELECTED 2025

REAL PRODUCERS SPRING EVENT

SPONSORED BY
STUDIO41
HOME DESIGN SHOWROOM

PHOTOS BY SONYA MARTIN
AND ELLIOT POWELL

Bringing together all three Chicagoland Real Producers communities under one roof made for an unforgettable afternoon at Studio41. From market insights to business strategies, the expertise and diverse perspectives shared by Grace Kaage, Matt Laricy, Grigory Pekarsky, and Tommy Choi delivered tremendous value for everyone in attendance.

A special thank you to the entire Studio41 team for opening their beautiful showroom and helping create such an exceptional experience. While the panel may be over, their team of kitchen and

bath experts remains a trusted resource for homeowners, REALTORS®, and clients alike. Whether tackling a full renovation or selecting the perfect finishing touch, Studio41 is committed to delivering a first-class experience from start to finish.

Thank you to everyone who attended, contributed raffle prizes, and helped make the event such a success. Events like these are a reminder of the power of this community and the value of learning from one another.

Until next time, enjoy the photos.



SPRING EVENT RAFFLE WINNERS

Our Preferred Partners consistently deliver great raffle prizes! Check out the winners.



Michele Marks won a Blackstone griddle from James Blandi with Green Home Solutions.



Darby Zwagerman won a Frigidaire nugget ice maker from Elise Elizalde with Preferred Rate.



Andrea Allen won a Ninja artisan outdoor pizza oven from EJ Silver with Studio41.

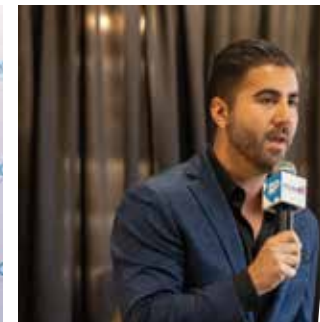


SaiRavi Suribhotla won a Stanley cooler backpack and a set of stadium seats from Ania Pulit with Landtrust Title Services.



Natasha Motev won a Tiki fire pit from Garrett Lalich with Elevated Property Management.







People are Talking about the *Goosehead Difference*...

"I trust Kristine to help my clients with the same level of care and dedication I would. I can stake my reputation on her service. Working with Kristine is more like having a business partner with a stake in your success than a service provider."

-Adele Lang
Two Door Group at Compass



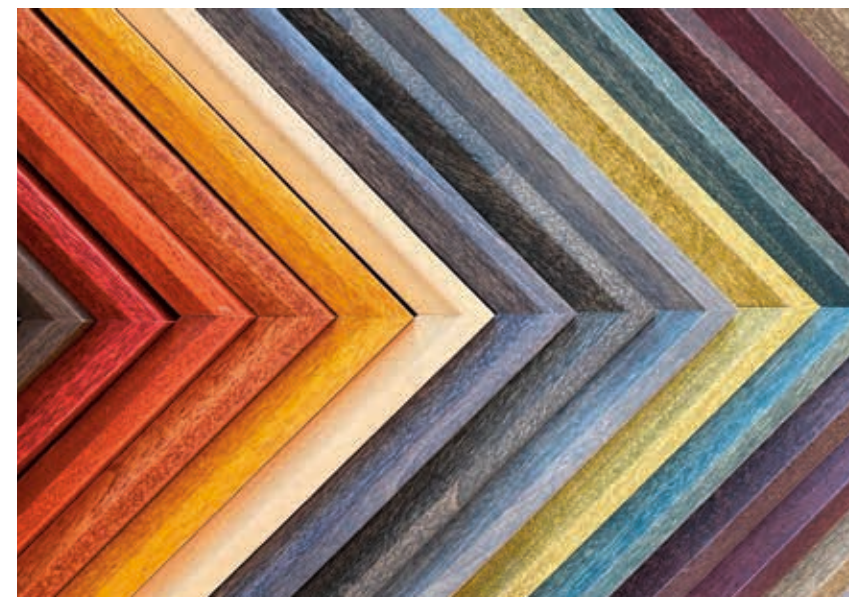
Give your clients the "Goosehead Difference"!

Kristine Pokrandt | Agency Owner | Kristine.Pokrandt@Goosehead.com | 708-858-1246
GooseheadInsurance.com/Agents/Kristine-Pokrandt/



Affordable, Custom, & Always Personal Expert Framing Since 1977

For over 40 years, Prints Unlimited Gallery has been the trusted destination for custom framing and expert design. We've helped thousands of clients—from homeowners to businesses—transform their spaces with frames that are as unique as their artwork. Let us help you find the perfect frame for your piece!



Visit us today or call to schedule a free design consultation!

(773) 871-9900

Prints-Unlimited.com

840 N Milwaukee Ave
Chicago, IL 60642



WE'VE GOT YOU COVERED.
COVERAGE THAT GIVES YOUR CLIENT
REAL-LIFE ASSURANCE

hwahomewarranty.com • 888.492.7359



Over 25 Years
combined experience!



Tia Duderstadt
Account Executive
Multi-Million Dollar Producer
847-271-7968
Tia.D@hwahomewarranty.com



Liane Luckett
Account executive
Multi-Million Dollar Producer
708-205-5193
lluckett@HWAhomewarranty.com

AARON WISE IS BACK!

THE WISE team | guaranteed Rate AFFINITY

I'm excited to return to Guaranteed Rate Affinity, where service, speed, and strong partnerships come first. I'm here to deliver the trusted guidance and personalized mortgage solutions you deserve.

Aaron Wise, VP of Mortgage Lending | NMLS #789866



Ready to deliver the best mortgage experience possible.

O: (773) 435-7578
C: (630) 531-1833
Aaron.Wise@GRARate.com
GRARate.com/AaronWise

Scan to hear why I returned and follow for tips, updates, and trends.



IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613

TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to May 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	128	\$77,955,186	99	\$68,369,395	227	\$146,324,582
2	Grigory	Pekarsky	25.5	\$16,781,400	230.5	\$123,871,950	256	\$140,653,350
3	Carrie	McCormick	31.5	\$50,558,577	21	\$42,598,500	52.5	\$93,157,077
4	Emily	Sachs Wong	27	\$49,469,250	24.5	\$39,156,900	51.5	\$88,626,150
5	Jeffrey	Lowe	30.5	\$47,088,250	25.5	\$32,110,920	56	\$79,199,170
6	Benyamin	Lalez	10	\$5,763,375	86.5	\$50,040,800	96.5	\$55,804,175
7	Jason	O'Beirne	36	\$38,877,500	9	\$8,330,000	45	\$47,207,500
8	Alexandre	Stoykov	16.5	\$8,764,500	56	\$37,217,225	72.5	\$45,981,725
9	Leigh	Marcus	30	\$27,072,229	10	\$16,311,000	40	\$43,383,229
10	Katharine	Waddell	16.5	\$14,727,125	21	\$18,897,500	37.5	\$33,624,625
11	Mario	Greco	24.5	\$20,220,900	11	\$10,750,950	35.5	\$30,971,850
12	Jill	Scott	9.5	\$6,775,938	20.5	\$22,763,400	30	\$29,539,338
13	Melanie	Giglio	14	\$14,119,100	23	\$15,101,500	37	\$29,220,600
14	Timothy	Sheahan	16.5	\$17,411,500	10	\$11,430,000	26.5	\$28,841,500
15	Bradley	Brondyke	29	\$27,825,950	0	\$0	29	\$27,825,950
16	Ryan	Preuett	7	\$15,491,375	8	\$11,298,999	15	\$26,790,374
17	Sophia	Klopas	9.5	\$10,375,778	15	\$15,569,900	24.5	\$25,945,678
18	Danielle	Dowell	10	\$10,765,499	18	\$14,318,020	28	\$25,083,519
19	Karen	Biazar	20	\$17,376,400	15.5	\$7,457,225	35.5	\$24,833,625
20	Chezi	Rafaeli	15	\$14,880,715	7	\$9,276,500	22	\$24,157,215
21	Philip	Skowron	8.5	\$15,597,501	6	\$8,448,001	14.5	\$24,045,502
22	Dawn	McKenna	12.5	\$11,160,000	10	\$12,864,900	22.5	\$24,024,900
23	Melanie	Everett	14.5	\$10,215,850	19.5	\$12,295,449	34	\$22,511,299
24	Karen	Schwartz	11.5	\$11,278,350	11.5	\$10,931,900	23	\$22,210,250
25	Nancy	Tassone	8	\$19,425,000	1	\$1,900,000	9	\$21,325,000
26	Julie	Busby	11.5	\$11,151,250	13	\$9,948,000	24.5	\$21,099,250
27	Jill	Silverstein	5.5	\$5,386,500	19.5	\$15,628,000	25	\$21,014,500
28	Joanne	Nemerovski	10	\$10,488,500	7	\$10,250,000	17	\$20,738,500
29	Hayley	Westhoff	8.5	\$9,289,618	12.5	\$11,295,346	21	\$20,584,964
30	Roman	Popovych	20	\$18,895,498	1	\$1,292,500	21	\$20,187,998
31	Lauren	Mitrick Wood	11	\$8,408,200	15	\$11,739,151	26	\$20,147,351
32	Kelly	Parker	6.5	\$4,596,210	22.5	\$15,337,190	29	\$19,933,400
33	Sarah	Jaffe	5.5	\$2,770,000	25	\$16,925,000	30.5	\$19,695,000
34	Rubina	Bokhari	4.5	\$4,511,375	5	\$15,074,000	9.5	\$19,585,375

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	James	D'Astice	4.5	\$3,122,500	21	\$16,152,400	25.5	\$19,274,900
36	Molly	Sundby	15.5	\$18,559,500	0	\$0	15.5	\$18,559,500
37	Timothy	Salm	6	\$13,521,875	2	\$4,825,000	8	\$18,346,875
38	Sam	Jenkins	8	\$11,756,736	6	\$6,110,000	14	\$17,866,736
39	Eugene	Fu	4	\$3,786,000	17	\$14,053,500	21	\$17,839,500
40	Elias	Masud	10.5	\$5,956,800	21	\$11,716,050	31.5	\$17,672,850
41	Brad	Lippitz	9.5	\$9,755,000	9.5	\$7,663,500	19	\$17,418,500
42	Owen	Duffy	22	\$16,336,600	1	\$727,500	23	\$17,064,100
43	Staci	Slattery	19.5	\$17,055,900	0	\$0	19.5	\$17,055,900
44	Michael	Rosenblum	12	\$14,698,775	2	\$2,274,999	14	\$16,973,774
45	Cory	Tanzer	17.5	\$6,473,436	27	\$10,230,750	44.5	\$16,704,186
46	Juliana	Yeager	5.5	\$8,105,000	9	\$8,111,000	14.5	\$16,216,000
47	Keith	Brand	5	\$3,708,500	13.5	\$12,447,500	18.5	\$16,156,000
48	Lance	Kirshner	4	\$2,460,450	16.5	\$13,568,750	20.5	\$16,029,200
49	Daniel	Spitz	14	\$12,265,000	3	\$3,697,500	17	\$15,962,500
50	Sam	Shaffer	10.5	\$6,876,950	12.5	\$8,842,000	23	\$15,718,950

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



Is Your Association Budget Ready for the Year Ahead?

Budget season doesn't have to be overwhelming. Check out our new video covering *Budget Preparation and Best Practices*, with tips on:

- Best practices for budget development.
- Incorporating updated Fannie and Freddie reserves guidelines into your 2027 budget.
- Working with Westward360's Budget Builder program.
- Strategies for forecasting, projections, and pricing estimation.

Watch now:
westward360.com/education



Gain the insights you need without the cost. Explore our free webinars, stay informed with our latest blogs, and connect at industry events designed to keep your community ahead.

Make the right move

h2hmovers.com



“The movers were courteous and unrushed. I really enjoyed the process. I would never imagine packing my own things again... H2H Movers was a great experience, I'm really happy we used them.”

- John Grafft
Award-Winning Realtor



SCAN HERE

GET A FREE QUOTE BY CALLING US AT 773-236-8797

IL.C.C 184599



4250 N Marine Dr. | Chicago, IL, 60613



TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to May 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Debra	Dobbs	5.5	\$5,134,250	14.5	\$10,485,500	20	\$15,619,750
52	Suzanne	Gignilliat	4.5	\$10,375,000	3.5	\$5,056,000	8	\$15,431,000
53	Barbara	O'Connor	13	\$11,079,500	8	\$4,273,000	21	\$15,352,500
54	Marc	Zale	5	\$12,439,000	2	\$2,910,000	7	\$15,349,000
55	Daniel	Close	5	\$3,343,900	19	\$11,641,800	24	\$14,985,700
56	Dennis	Huyck	11	\$8,671,896	5	\$6,261,000	16	\$14,932,896
57	Nicholas	Colagiovanni	15.5	\$12,108,750	3	\$2,820,000	18.5	\$14,928,750
58	Melissa	Siegal	8.5	\$7,145,000	12	\$7,752,000	20.5	\$14,897,000
59	Nick	Nastos	1	\$412,500	25	\$14,219,999	26	\$14,632,499
60	Gregory	Desmond	5.5	\$5,887,050	9	\$8,654,500	14.5	\$14,541,550
61	Patrick	Shino	10	\$6,963,500	10	\$7,556,000	20	\$14,519,500
62	Alex	Wolking	11	\$8,344,900	6	\$6,045,000	17	\$14,389,900
63	Tommy	Choi	8.5	\$5,091,250	11.5	\$8,992,600	20	\$14,083,850
64	Leopoldo	Gutierrez	7	\$3,210,500	16	\$10,827,500	23	\$14,038,000
65	Kevin	Hinton	3.5	\$3,367,050	14.5	\$10,645,500	18	\$14,012,550
66	Jennifer	Ames	3.5	\$5,011,500	8	\$8,938,500	11.5	\$13,950,000
67	Margaret	Baczkowski	8	\$12,774,500	1	\$1,100,000	9	\$13,874,500
68	Ivona	Kutermankiewicz	8.5	\$8,699,500	5	\$5,165,500	13.5	\$13,865,000
69	Nadine	Ferrata	15	\$10,784,000	4	\$3,005,000	19	\$13,789,000
70	Daniel	Glick	9.5	\$11,142,264	3	\$2,440,000	12.5	\$13,582,264
71	Santiago	Valdez	10	\$5,037,310	14	\$8,408,000	24	\$13,445,310
72	Ken	Jungwirth	10.5	\$10,909,000	2.5	\$2,484,500	13	\$13,393,500
73	Todd	Szwajkowski	9	\$5,298,750	12	\$8,040,031	21	\$13,338,781
74	James	Streff	6.5	\$4,153,500	13.5	\$9,156,000	20	\$13,309,500
75	Nicholaos	Voutsinas	10	\$4,871,000	13	\$8,176,399	23	\$13,047,399
76	Joel	Halperin	9	\$6,205,200	12	\$6,689,000	21	\$12,894,200
77	Ian	Schwartz	5.5	\$5,765,388	6	\$7,073,500	11.5	\$12,838,888
78	Amanda	McMillan	9	\$7,063,046	6.5	\$5,769,200	15.5	\$12,832,246
79	Katherine	Malkin	0.5	\$647,500	2.5	\$12,125,000	3	\$12,772,500
80	Rafay	Qamar	9	\$3,942,375	24	\$8,744,250	33	\$12,686,625
81	Zachary	Redden	7.5	\$5,491,500	10	\$7,144,000	17.5	\$12,635,500
82	Leila	Zammatta	7	\$12,557,500	0	\$0	7	\$12,557,500
83	Bari	Levine	10	\$8,479,655	9	\$4,075,000	19	\$12,554,655
84	Michael	Shenfeld	5.5	\$4,020,000	10.5	\$8,525,000	16	\$12,545,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Sara	McCarthy	6	\$3,874,500	12.5	\$8,668,955	18.5	\$12,543,455
86	Cynthia	Sodolski	2	\$1,055,000	11	\$11,389,000	13	\$12,444,000
87	Jennifer	Mills	7	\$6,816,500	4	\$5,425,000	11	\$12,241,500
88	William	Goldberg	6.5	\$7,272,500	5	\$4,940,030	11.5	\$12,212,530
89	Hadley	Rue	15	\$10,584,618	3	\$1,592,000	18	\$12,176,618
90	Lucas	Blahnik	6.5	\$6,939,374	6	\$4,842,000	12.5	\$11,781,374
91	Charlie	Cohen	3.5	\$1,912,500	17.5	\$9,821,500	21	\$11,734,000
92	Pasquale	Recchia	12.5	\$9,173,500	3	\$2,509,000	15.5	\$11,682,500
93	Matt	Mercer	2	\$1,784,875	6	\$9,792,500	8	\$11,577,375
94	Andrew	Thurston	4	\$5,756,250	3	\$5,750,000	7	\$11,506,250
95	Susan	O'Connor	6	\$7,431,500	5.5	\$3,894,500	11.5	\$11,326,000
96	Stephanie	Turner	5.5	\$4,073,500	4.5	\$7,220,000	10	\$11,293,500
97	Steven	Powers	6	\$5,821,250	5	\$5,411,500	11	\$11,232,750
98	Kimber	Galvin	4.5	\$3,399,000	10.5	\$7,662,500	15	\$11,061,500
99	Eudice	Fogel	1.5	\$2,245,000	6	\$8,505,000	7.5	\$10,750,000
100	Svitlana	Creadon	13	\$9,465,900	2	\$1,262,000	15	\$10,727,900

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

DIVISION 32

ELEVATE EVERY LISTING THROUGH
LANDSCAPE ARCHITECTURE

Luxury Landscape Staging & Clean-Up

Exclusive Buyer Consultation Services

Full-Service Landscape Architecture
Design, Installation & Care



info@division32landscapes.com
708.408.6769





BOBART TEAM
CROSSCOUNTRY MORTGAGE®

BRIDGE THE GAP.

Help clients buy before they sell.

Our Buy Now, Sell Later mortgage solutions deliver value for your clients—and for you.

- ✓ Win more listings by providing proactive solutions.
- ✓ Create more opportunities in competitive markets.
- ✓ Help clients move on their timeline without the pressure of selling first.
- ✓ Allow clients financial flexibility to buy the right home while maximizing their current sale.

**More Solutions. More Closings.
More Reasons They'll Love
Working with You.**

Contact Michelle Bobart to turn every "yes" into a ***standout success.***



Michelle Bobart

SVP of Mortgage Lending /
Producing Branch Manager
(312) 953-7365



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. Michelle Bobart NMLS 137164 | CrossCountry Mortgage, LLC NMLS 3029 (www.nmlsconsumeraccess.org). See <https://crosscountrymortgage.com/licensing-and-disclosures/state-disclosures/> for a complete list of state licenses. Failure to pay on your Bridge Loan could damage your credit standing and result in the loss of your home through foreclosure.

Licensed to serve clients in all 50 states.



Steady, Seamless, *Celebration-Ready* Closings

*Let's make your next
move your smartest one.*

JASON CHMIELEWSKI | Managing Attorney





office 312.332.5020 | fax 312.332.5021 | jason@jmclawgroup.com | jmclawgroup.com
111 West Washington Street, Suite 1500 - Chicago, IL 60602 | 9019 W. 151st Street - Orland Park, IL 60462





WWW.PRESTICELISTINGPHOTOS.COM

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

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



Equal Housing Lender NMLS #1025894

Your Deals Need a Lender Who Answers the Phone

Mortgage Strategy > Mortgage Rates

Helping agents and builders keep deals moving with financing solutions for:

- Builder Partnerships & New Construction Financing
- Bank Statement Loans
- Jumbo Financing
- DSCR Loans
- Offer Ready Pre-Approvals Available



Courtney Griesenauer
Senior Mortgage Loan Officer
NMLS #2101541
Mutual of Omaha Mortgage

Call or Text: (702) 885-5083



Apply Now

Fix. List. Sell.

Before listing, after inspection, or before closing—Handy Geeks is your trusted partner for quick, high-quality repairs. We handle everything from minor fixes to larger projects, ensuring your listings are in top shape.




One call, and we take care of the rest!

773-912-0907
HandyGeeksChicagoland.com

TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to May 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Brian	Moon	4.5	\$3,341,000	9	\$7,382,000	13.5	\$10,723,000
102	Megan	Tirpak	2	\$2,300,000	5	\$8,117,000	7	\$10,417,000
103	Benjamin	Lissner	6.5	\$3,940,250	16	\$6,471,000	22.5	\$10,411,250
104	Kevin	Wood	2	\$9,100,000	1	\$1,260,000	3	\$10,360,000
105	Ryan	Cherney	29	\$10,359,140	0	\$0	29	\$10,359,140
106	Edward	Jelinek	3.5	\$2,659,500	11	\$7,668,000	14.5	\$10,327,500
107	Adam	Max	4.5	\$6,068,000	7.5	\$4,234,500	12	\$10,302,500
108	Elizabeth	Lothamer	2.5	\$2,503,000	5.5	\$7,699,300	8	\$10,202,300
109	Robert	Grilli	3	\$2,292,500	9.5	\$7,888,400	12.5	\$10,180,900
110	Bridget	Sheahan	10.5	\$10,171,500	0	\$0	10.5	\$10,171,500
111	Olivia	Stohle	4	\$4,745,000	4	\$5,411,000	8	\$10,156,000
112	Patrick	Teets	4	\$3,619,500	4	\$6,530,000	8	\$10,149,500
113	Emily	Smart Lemire	1	\$987,500	4	\$9,160,000	5	\$10,147,500
114	Alishja	Ballard	4.5	\$3,543,000	7.5	\$6,590,750	12	\$10,133,750
115	Anne	Connolly Rief	2	\$4,365,000	4	\$5,765,000	6	\$10,130,000
116	Amit	Vyas	5.5	\$7,127,000	2.5	\$2,926,500	8	\$10,053,500
117	Stephen	Hnatow	3	\$2,127,000	7	\$7,851,500	10	\$9,978,500
118	Vikas	Wadhwa	4	\$3,152,750	6	\$6,741,000	10	\$9,893,750
119	Lawrence	Dunning	13	\$6,202,500	8	\$3,686,500	21	\$9,889,000
120	Mark	Zipperer	15	\$5,696,150	11	\$4,178,400	26	\$9,874,550
121	Meg	Daday	10	\$6,942,555	6	\$2,925,500	16	\$9,868,055
122	Olin	Eargle	8	\$3,530,500	10	\$6,249,000	18	\$9,779,500
123	Stefanie	Lavelle	9	\$6,412,000	7	\$3,345,025	16	\$9,757,025
124	Millie	Rosenbloom	7.5	\$6,286,900	4.5	\$3,464,000	12	\$9,750,900
125	D	Waveland Kendt	7	\$6,360,000	6	\$3,367,000	13	\$9,727,000
126	Jennifer	Romolo	4	\$2,897,500	12	\$6,824,500	16	\$9,722,000
127	Michael	Samm	9	\$6,455,000	5	\$3,234,000	14	\$9,689,000
128	Justin	Lucas	3.5	\$7,911,250	3.5	\$1,738,000	7	\$9,649,250
129	Andrew	Castillon	3	\$1,960,500	8	\$7,619,000	11	\$9,579,500
130	Susan	Miner	3	\$3,182,500	3	\$6,360,000	6	\$9,542,500
131	Linda	Shaughnessy	3	\$4,062,500	5	\$5,470,000	8	\$9,532,500
132	Laura	Meier	3	\$2,358,000	5	\$7,147,500	8	\$9,505,500
133	Shawn	Nam	1	\$674,000	15	\$8,751,000	16	\$9,425,000
134	Jennifer	Liu	7	\$9,419,000	0	\$0	7	\$9,419,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Tanner	Peterson	4	\$6,953,250	2	\$2,302,500	6	\$9,255,750
136	Michael	Maier	18.5	\$8,407,500	3	\$755,500	21.5	\$9,163,000
137	Dan	Nelson	2.5	\$1,598,000	15	\$7,539,993	17.5	\$9,137,993
138	Gwen	Stark	4	\$2,970,000	11	\$6,141,400	15	\$9,111,400
139	Michele	Gubser	4.5	\$1,974,150	6	\$7,050,879	10.5	\$9,025,029
140	Adam	Zagata	10.5	\$4,289,900	9	\$4,640,586	19.5	\$8,930,486
141	Jeremiah	Fisher	3	\$1,212,500	9	\$7,688,000	12	\$8,900,500
142	Jacob	Tasharski	2	\$3,954,900	5	\$4,927,500	7	\$8,882,400
143	Brady	Miller	10	\$3,338,910	13	\$5,504,000	23	\$8,842,910
144	Scott	Berg	19	\$8,768,900	0	\$0	19	\$8,768,900
145	Ryan	Hardy	3	\$6,675,000	3	\$2,069,000	6	\$8,744,000
146	Kate	Gaffey	2	\$1,469,000	10	\$7,142,000	12	\$8,611,000
147	Camie	Cirrincione	5	\$2,825,000	12	\$5,772,500	17	\$8,597,500
148	Salvador	Gonzalez	13	\$4,002,900	16	\$4,563,000	29	\$8,565,900
149	Stephanie	Maloney	8	\$7,880,000	1	\$600,000	9	\$8,480,000
150	Steven	Jurgens	4	\$4,978,000	3	\$3,485,600	7	\$8,463,600

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

CLEAN'D
CLEAN. RELAX. REPEAT.

GET SPOTLESS RESULTS, every time.

- ✓ Pre-Listing
- ✓ Post-Move
- ✓ Post-Construction
- ✓ Residential & Commercial

Tee & Genta, Owners

Gift Cards Available

312-209-9786 | Cleand.us | @CleandGroup | Info@Cleand.us



usbank.com/mortgage

Take 0.25% of your new first mortgage loan amount and deduct it from the closing costs, up to a maximum of \$1,000.¹ You may be eligible for this customer credit with a U.S. Bank Smartly™ Checking account, or with either an existing U.S. Bank Personal Checking Package or U.S. Bank first mortgage.²



Jennifer Brown
Mortgage Loan Originator
office: 773-564-4345
cell: 773-412-4250
jennifer.brown@usbank.com
NMLS # 222936

To learn more,
visit my mortgage loan
officer webpage.



I've made the move to U.S. Bank.

I'm excited to announce that I recently joined the team at U.S. Bank. The dream of homeownership starts with the financing. I can help you explore loan options that best fit your mortgage needs – whether it's purchasing a new property or accessing the equity in your current home. As your trusted partner in the homebuying process, I can provide step-by-step guidance and personalized service. I'm here to support you and your financial goals – backed by the strength and solutions U.S. Bank offers:

- U.S. Bank lending available in all 50 states
- Leadership of a national lender; dedication of a local partner
- Start with a simple, smart and secure online loan application
- On-time closing as our top priority
- Loan options for your needs to buy, build or borrow



1. For purchase or refinance transactions, the maximum credit is \$1,000. Certain mortgages may not be eligible for stated credits. Offer may not be combined with any other mortgage offers and can only be applied once per property within a 12-month period. 2. To receive the U.S. Bank customer credit, a U.S. Bank Smartly™ Checking account must be established prior to final loan approval, or must have either an existing U.S. Bank Personal Checking Package or first mortgage with U.S. Bank. A minimum of \$25 is required to open a U.S. Bank Smartly™ Checking account. For a comprehensive list of account pricing, terms and policies, see the Consumer Pricing Information disclosure and Your Deposit Account Agreement. These documents can be obtained by contacting a U.S. Bank branch or calling 800-872-2657. Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2026 U.S. Bank



Cervantes
Choll &
Prince P.C.

A LAW FIRM FOCUSED ON ALL THINGS REAL ESTATE.

Offices in downtown Chicago and Burr Ridge serving all of Northern Illinois and Southern Wisconsin



Marc Cervantes
Attorney at Law



Transactional: Residential • Commercial • Closing • Zoning • Development
Litigation: Association & HOA • Litigation • Municipal Violations • Collection • Eviction

312-606-9529
ccpchicago.com
contact@ccpchicago.com



HELP YOUR LISTINGS FIND THEIR FOREVER HOME FASTER.

A Mr. Floor finish is the 'closing key' that creates immediate value. Give your properties the edge and move them on day one.

BEFORE
AFTER



847-674-7500 mrfloor.com info@mrfloor.com



FRESHCOAT

Painting Done RIGHT!

A FRESH LOOK SELLS FASTER

Our high-quality painting, fast quotes, and reliable timelines make us the perfect partner for realtors.

Todd Carr, Owner/President

LET'S GET YOUR LISTING MARKET-READY!
872-278-1992
FreshCoatPainters.com/Metro-Chicago



TOP 250 STANDINGS

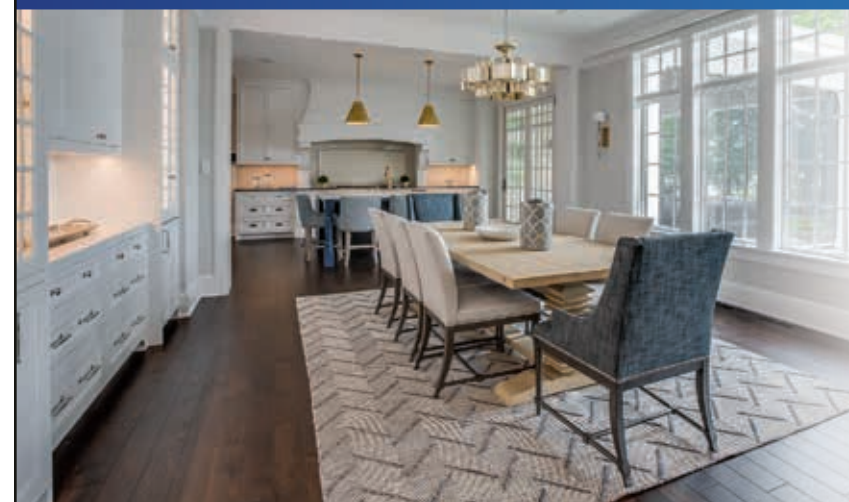
Teams and individuals from January 1, 2026 to May 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Mario	Barrios	5	\$2,652,000	9	\$5,743,401	14	\$8,395,401
152	Nancy	Huetteman	9	\$5,986,000	3	\$2,384,500	12	\$8,370,500
153	Brian	Loomis	6	\$6,915,000	2	\$1,408,000	8	\$8,323,000
154	Thomas	Gibbons	9	\$8,314,600	0	\$0	9	\$8,314,600
155	Brett	Novack	2.5	\$1,952,450	4	\$6,296,000	6.5	\$8,248,450
156	Stephanie	Cutter	7	\$3,424,500	7	\$4,817,500	14	\$8,242,000
157	Tyler	Stallings	5	\$2,665,000	8	\$5,556,500	13	\$8,221,500
158	Michael	Greco	4	\$2,833,000	6	\$5,296,500	10	\$8,129,500
159	Camille	Canales	2	\$959,000	12	\$7,146,920	14	\$8,105,920
160	Elena	Theodoros	8	\$5,871,050	2	\$2,205,000	10	\$8,076,050
161	Quentin	Green Iii	5.5	\$3,361,000	6	\$4,650,000	11.5	\$8,011,000
162	Layching	Quek	6	\$3,987,500	7	\$4,017,000	13	\$8,004,500
163	Taylor	Nirchi	4	\$2,470,000	2	\$5,533,000	6	\$8,003,000
164	Neringa	Northcutt	3	\$1,925,000	6	\$6,064,750	9	\$7,989,750
165	Tony	Mattar	6	\$3,077,750	8.5	\$4,908,000	14.5	\$7,985,750
166	Nicole	Hajdu	7	\$4,574,250	5.5	\$3,382,000	12.5	\$7,956,250
167	Courtney	Welsch	5	\$3,805,000	7	\$4,134,000	12	\$7,939,000
168	Robin	Phelps	5.5	\$4,614,400	3	\$3,320,000	8.5	\$7,934,400
169	Kevin	Green	4.5	\$1,588,750	5	\$6,330,000	9.5	\$7,918,750
170	Brian	Pistorius	2.5	\$1,842,000	10	\$6,037,000	12.5	\$7,879,000
171	Deborah	Hess	3.5	\$2,557,400	10	\$5,303,600	13.5	\$7,861,000
172	Jeffrey	Kropp	0	\$0	7	\$7,745,000	7	\$7,745,000
173	Kevin	Bigoness	6	\$7,118,500	1	\$620,000	7	\$7,738,500
174	Nathan	Binkley	4.5	\$4,746,852	4	\$2,990,000	8.5	\$7,736,852
175	Pablo	Galarza	14.5	\$4,856,200	15	\$2,871,000	29.5	\$7,727,200
176	Sherri	Hoke	3	\$3,529,500	5	\$4,180,000	8	\$7,709,500
177	Xun	Del Sesto	0	\$0	2	\$7,650,000	2	\$7,650,000
178	Rose	Leversha	4	\$4,749,750	3	\$2,860,100	7	\$7,609,850
179	Olivia	Carlson	2.5	\$2,007,500	6	\$5,587,000	8.5	\$7,594,500
180	Qiankun	Chen	8	\$3,405,000	10	\$4,182,900	18	\$7,587,900
181	Benjamin	Yeager	5	\$7,572,500	0	\$0	5	\$7,572,500
182	Michael	Hall	5	\$4,267,000	4	\$3,281,900	9	\$7,548,900
183	Michael	Scanlon	9	\$4,366,970	4.5	\$3,127,000	13.5	\$7,493,970
184	Alex	Entratter	0	\$0	10	\$7,463,500	10	\$7,463,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Christopher	Pertile	7	\$5,300,000	3	\$2,160,000	10	\$7,460,000
186	Jennifer	Bell	13.5	\$6,997,750	1	\$460,000	14.5	\$7,457,750
187	Heidie	Maslo	5	\$3,579,000	5	\$3,846,000	10	\$7,425,000
188	Kathleen	Malone	3.5	\$3,014,500	5	\$4,394,000	8.5	\$7,408,500
189	Jordan	Pomputis	11.5	\$7,061,450	1	\$325,000	12.5	\$7,386,450
190	Peter	Green	3	\$2,087,500	6	\$5,281,500	9	\$7,369,000
191	Frank	Montro	20.5	\$6,177,850	6.5	\$1,181,900	27	\$7,359,750
192	Nicole	Flores	3	\$2,643,000	10	\$4,659,900	13	\$7,302,900
193	Thomas	Campone	10	\$3,599,000	5	\$3,695,000	15	\$7,294,000
194	Xiaojing	Frost	4	\$1,702,750	5	\$5,585,000	9	\$7,287,750
195	Ryan	Smith	32	\$7,214,772	1	\$58,275	33	\$7,273,047
196	Rebecca	Sexson	8	\$4,211,500	6	\$3,061,000	14	\$7,272,500
197	Deborah	Ballis Hirt	3	\$2,427,500	5	\$4,795,000	8	\$7,222,500
198	Gail	Spreen	12	\$5,960,000	1	\$1,250,000	13	\$7,210,000
199	Samuel	Ciochon	4	\$1,666,000	9	\$5,499,345	13	\$7,165,345
200	Elizabeth	Amidon	3	\$1,575,000	5	\$5,544,200	8	\$7,119,200

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

Designed to Impress. Staged to Sell.



GH
Glam House
HOME STAGING

Transform any listing into a buyer's dream with Glam House Home Staging. Our customized staging creates inviting spaces that help buyers connect and envision their future. Serving the greater Chicagoland area.

Let's Make Your Listings Stand Out
Partner with us today!

630-430-5418
GlamHouseStaging.com

THE BOLD LOOK
OF **KOHLER**®



All About Blinds

Expert Window Treatment Guidance Starts Here

With thousands of materials, colors, and styles to choose from, we help your clients find window treatments that fit their home, their needs, and their budget — **including today's most popular automated shade solutions for a clean, modern aesthetic and everyday convenience.**

Our team offers:

- Hands-on product guidance
- Measurement & installation by trained professionals
- Solutions for privacy, light control, energy efficiency & style
- Honest recommendations with no pressure
- Manual and motorized window treatments with remote and app control



STUDIO41
HOME DESIGN SHOWROOM

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

Proudly woman- & minority-owned small business.

Realtors trust us because we make the process easy — for you and your clients.

Schedule an in-home consultation today!
630-539-9100 | AABlinds.com

TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to May 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Michael	Saladino	7	\$3,587,000	8.5	\$3,508,572	15.5	\$7,095,572
202	Rizwan	Gilani	2.5	\$2,079,000	7	\$4,982,400	9.5	\$7,061,400
203	Brad	Zibung	4.5	\$2,706,750	8.5	\$4,353,999	13	\$7,060,749
204	Morgan	Sage	5	\$3,266,250	6	\$3,781,300	11	\$7,047,550
205	Hunter	Andre	7	\$5,698,400	1	\$1,300,000	8	\$6,998,400
206	Shay	Hata	6	\$3,753,750	4	\$3,241,550	10	\$6,995,300
207	Eric	Hublar	4	\$2,933,000	6	\$4,053,495	10	\$6,986,495
208	Kristin	Gonnella	2.5	\$1,725,800	6	\$5,252,118	8.5	\$6,977,918
209	Lyn	Harvie	9	\$3,805,500	6	\$3,129,400	15	\$6,934,900
210	Christina	McNamee	3.5	\$2,745,000	3	\$4,179,000	6.5	\$6,924,000
211	Evan	Peng	9	\$4,978,000	5	\$1,937,800	14	\$6,915,800
212	Gia	Devenyi	5	\$3,060,000	3	\$3,850,000	8	\$6,910,000
213	Derek	Disera	3	\$3,405,000	2	\$3,450,000	5	\$6,855,000
214	Stacey	Dombar	8	\$4,586,000	4	\$2,268,000	12	\$6,854,000
215	Chase	McDaniel	7.5	\$5,491,500	1	\$1,345,000	8.5	\$6,836,500
216	Dominic	Irpino	4.5	\$1,780,500	8	\$5,020,000	12.5	\$6,800,500
217	Mehdi	Mova	3	\$1,528,000	7	\$5,243,000	10	\$6,771,000
218	Ali	Bakir	4	\$2,885,000	7	\$3,867,000	11	\$6,752,000
219	James	Ziltz	2	\$635,000	9	\$6,098,500	11	\$6,733,500
220	Misael	Chacon	15	\$6,733,000	0	\$0	15	\$6,733,000
221	Beata	Gaska	4.5	\$6,399,400	1	\$320,000	5.5	\$6,719,400
222	Ted	Kuhlmann	4	\$4,109,000	4	\$2,585,000	8	\$6,694,000
223	Roman	Patzner	5	\$3,935,000	3	\$2,740,000	8	\$6,675,000
224	Keith	Goad	5.5	\$4,386,500	4	\$2,233,000	9.5	\$6,619,500
225	Stephany	Oliveros	3	\$3,315,000	3	\$3,300,866	6	\$6,615,866
226	Mark	Jak	6	\$3,527,500	4	\$3,074,000	10	\$6,601,500
227	Robert	Sullivan	7	\$5,569,000	2.5	\$1,020,000	9.5	\$6,589,000
228	Robert	Yoshimura	12	\$5,276,000	3	\$1,312,700	15	\$6,588,700
229	Craig	Franzen	3	\$4,095,000	5	\$2,489,500	8	\$6,584,500
230	Heather	Hillebrand	4.5	\$4,683,906	3	\$1,895,000	7.5	\$6,578,906
231	Jaclyn	Manrique	4.5	\$1,902,500	6	\$4,634,900	10.5	\$6,537,400
232	Emily	Wells	0	\$0	5	\$6,516,800	5	\$6,516,800
233	Tere	Proctor	3	\$4,615,000	1	\$1,880,000	4	\$6,495,000
234	Natasha	Motev	5.5	\$3,622,000	2	\$2,862,000	7.5	\$6,484,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Elizabeth	Caya	6	\$3,300,000	5	\$3,174,900	11	\$6,474,900
236	Steven	Samuels	4	\$2,679,000	2	\$3,767,461	6	\$6,446,461
237	Julie	Harron	0	\$0	4	\$6,424,000	4	\$6,424,000
238	Amy	Duong	5.5	\$3,312,950	4	\$3,110,000	9.5	\$6,422,950
239	Kristin	Donohue	3.5	\$1,685,000	6	\$4,726,000	9.5	\$6,411,000
240	Joseph	Wilcox	4	\$5,279,000	1	\$1,125,000	5	\$6,404,000
241	Scott	Curcio	6	\$2,173,761	6	\$4,227,000	12	\$6,400,761
242	Ryan Douglas	Wells	5	\$2,432,000	6	\$3,962,500	11	\$6,394,500
243	Anthony	Flora	6	\$6,386,874	0	\$0	6	\$6,386,874
244	Kavan	Hoff	5.5	\$2,498,000	5	\$3,871,000	10.5	\$6,369,000
245	Mark	Icuss	3	\$2,156,000	7	\$4,177,999	10	\$6,333,999
246	Douglas	Smith	1.5	\$5,145,000	1	\$1,172,000	2.5	\$6,317,000
247	Jeannette	Pawula	3	\$1,481,729	8	\$4,825,000	11	\$6,306,729
248	Andrew	Renaud	2	\$1,665,000	5	\$4,620,000	7	\$6,285,000
249	Jason	Wagner	4	\$2,089,050	5	\$4,192,500	9	\$6,281,550
250	Joanne	Desanctis	2	\$1,835,000	4	\$4,432,800	6	\$6,267,800

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

CHICAGOLAND'S TRUSTED

Historical & Luxury Home Inspection Experts.



Stuart Keeshin, Owner



**CALL TO PARTNER
WITH US TODAY**

(773) 871-2356

KEESHININSPECTION.COM





Renovations Simplified

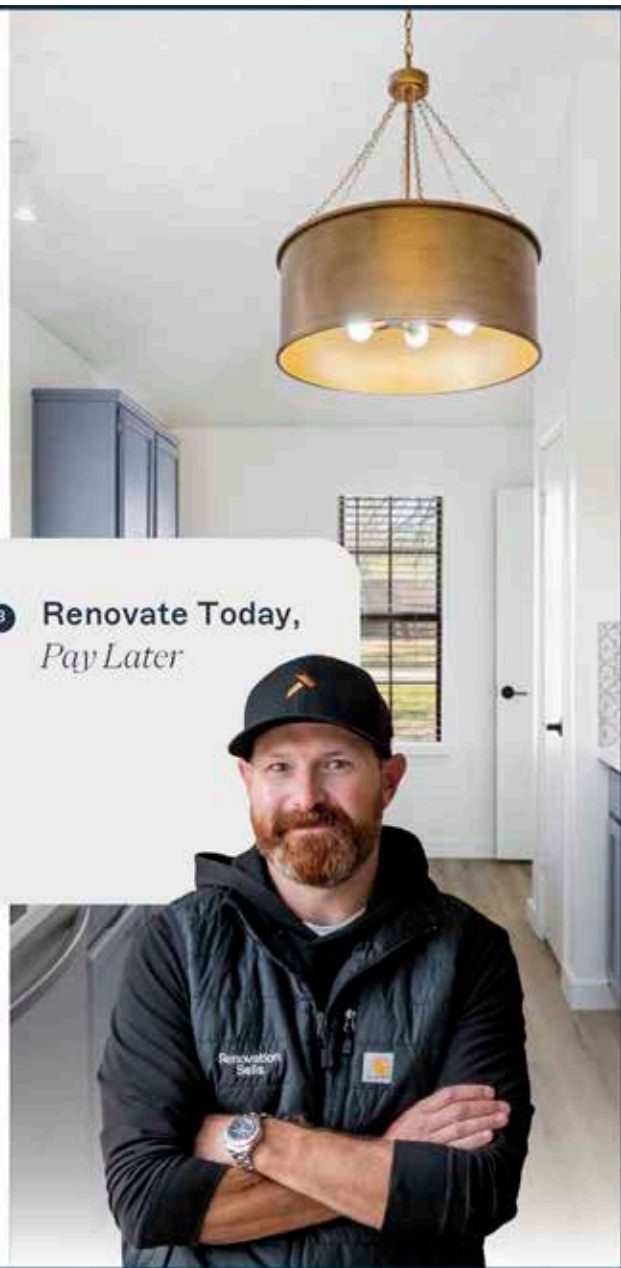
How it Works

- 1 Tell Us About Your Home
- 2 Tour & Estimate
- 3 Renovate Today, Pay Later
- 4 Expert Design, Streamlined
- 5 Project Launch



Chat with *Mike*
Your Chicago
Renovation Expert

(773) 301-9125
michael@renovationsells.com
renovationsells.com



Securing Your Success, Every Step of the Way



WE'RE A CPA FIRM HELPING REAL ESTATE AGENTS AND INVESTORS UNDERSTAND AND MINIMIZE THEIR TAX LIABILITY. WE EMPOWER AND EDUCATE OUR CLIENTS ON THE BEST TAX STRATEGY TO IMPLEMENT THROUGH TAX SEMINARS, BOTH LOCALLY AND NATIONALLY.

ADRIAN SCURTU, PARTNER
224-352-2645
ASCURTU@MANNINGSILVERMAN.COM
175 OLDE HALF DAY ROAD
SUITE 290
LINCOLNSHIRE, IL 60069



Pest-Free Peace of Mind

ANTS, TERMITES, RODENTS, MOSQUITOES...PESTS SHOW UP WHEN YOU LEAST EXPECT THEM. WE HELP PROTECT HOMES, CLIENTS, AND CLOSINGS WITH TRUSTED, FAMILY-SAFE SOLUTIONS.

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.



Termite Protection • Rodent Control & Prevention
Investor & Property Management Expertise • 165+ Years of Integrity & Excellence



800-GOT-PESTS?
RosePestControl.com



BUILDING RELATIONSHIPS & CLOSING DEALS WITH Emma Butler



Exceptional Communication, No Surprises

Emma Butler of The Butler Group is a Sr. VP of Mortgage Lending at Neighborhood Loans. Since joining the industry in 2005, Emma has become a respected member of the Residential Mortgage Lending community. Her commitment to ensure the best interests of her clients and those who seek her unbiased consultation is her top priority.

Emma prides herself on her creative ability to service various clients from Self-Employed, First Time Buyers, to those looking for Jumbo, Multi-Unit financing structures, and investors looking to grow their Real Estate Portfolio.

Partner with The Butler Group and let's Grow Our Business Together!

Emma Butler | Sr. VP of Mortgage Lending | NMLS# 223759 | Ph: 773.741.1094 | Emma.Butler@NeighborhoodLoans.com



Neighborhood Loans, 1835 Butterfield Rd, Suite 600 Downers Grove, IL 60515, 1.800.207.8869, NeighborhoodLoans.com | Illinois, Wisconsin and California Residential Mortgage Licensure. Neighborhood Loans is an approved FIRM Lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, License #AT0202119971

OUR PASSION

"Positively Impacting Lives"

OUR NICHE

"Building partnerships through transparency"

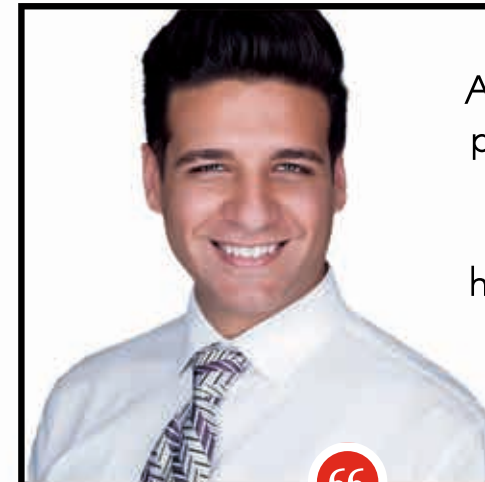
OUR CORE VALUES

- Growth Mindset
- Transparent
- Above and Beyond
- Process Driven
- Compassionate
- Humble
- Integrity
- Loyal
- Nimble

neighborhood loans
Your Neighborhood Lender



We never let a good deal FLOAT AWAY.



Alex was pleasure to work with! He was prompt, professional, and made himself available to both me and my agent when needed. This was our first home-buying experience and I couldn't have had better representation.

-YAMEN A.

CLOSE YOUR NEXT DEAL WITH US!

With over 75 years of combined experience, our seasoned staff are more than ready to take your client on a stress-free journey to the closing table!

Let us be your **EXECUTIVE LEGAL TEAM** at your service **(312) 890-2885**

Real Estate | Estate Planning | Entity Formations

ranjha@ranjhalaw.com

www.ranjhalaw.com



DEVONTAE BROOKS

SVP OF
MORTGAGE
LENDING

773-599-1332
DBROOKS@RATE.COM

1,000+
FAMILIES HELPED
SINCE 2018

16 YEARS
OF EXPERIENCE
8 UNDERWRITING
8 ORIGINATING

POWERED BY

THE
DEVONTAE BROOKS
TEAM

Rate

RELAX THIS SUMMER, YOUR JOURNEY TOWARDS
HOMEOWNERSHIP IS IN EXPERIENCED & TRUSTED HANDS.