

NORTH SHORE

JULY 2026

# REAL PRODUCERS<sup>®</sup>

## Susan Burklin

RIGHT WHERE SHE BELONGS

On the Rise

**EVAN  
FITZGERALD**

Agent Feature

**CAROLINE GAU**

Partner Spotlight

**ABLAZE  
DESIGN  
GROUP**



Spring Event  
Photos  
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CHICAGO LUXURY HOME STAGING

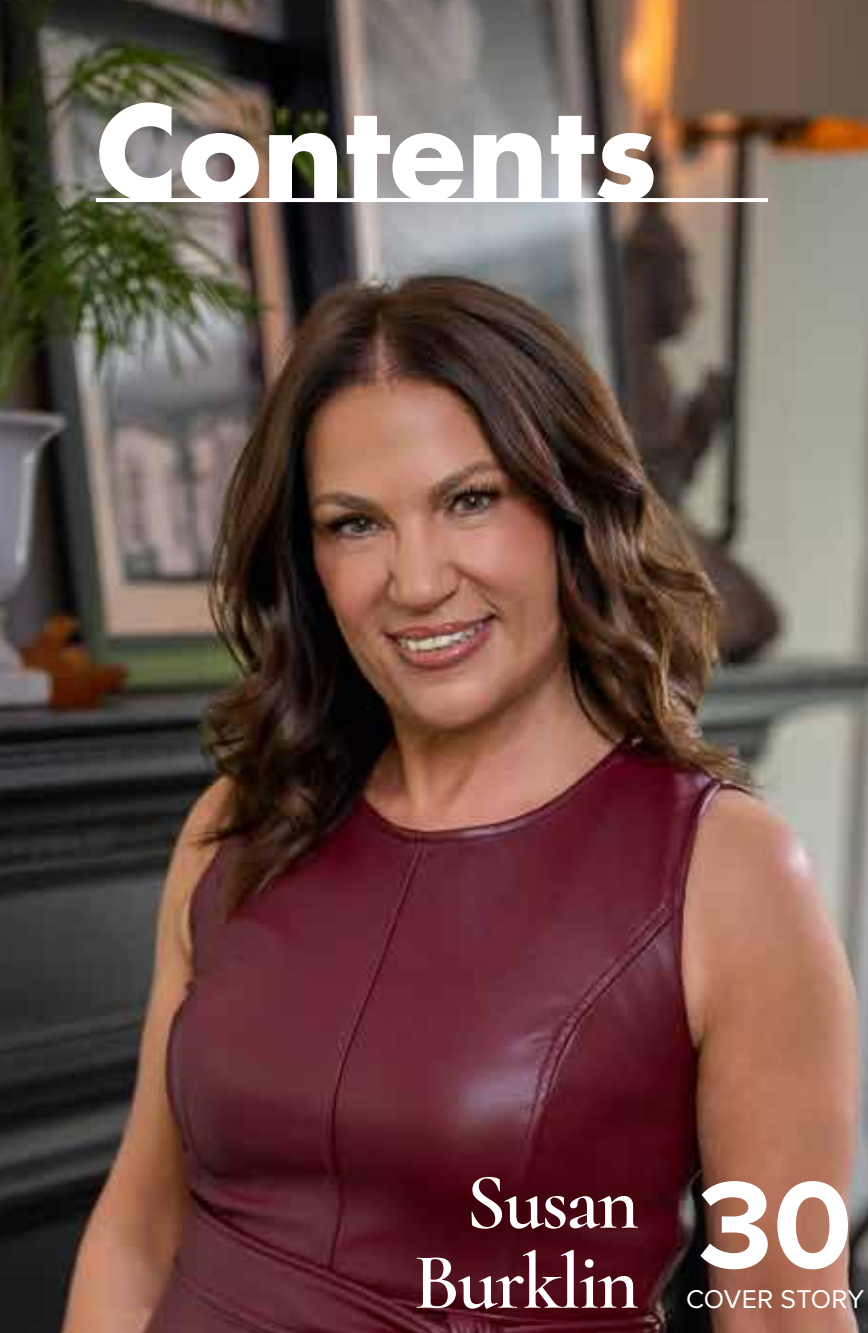


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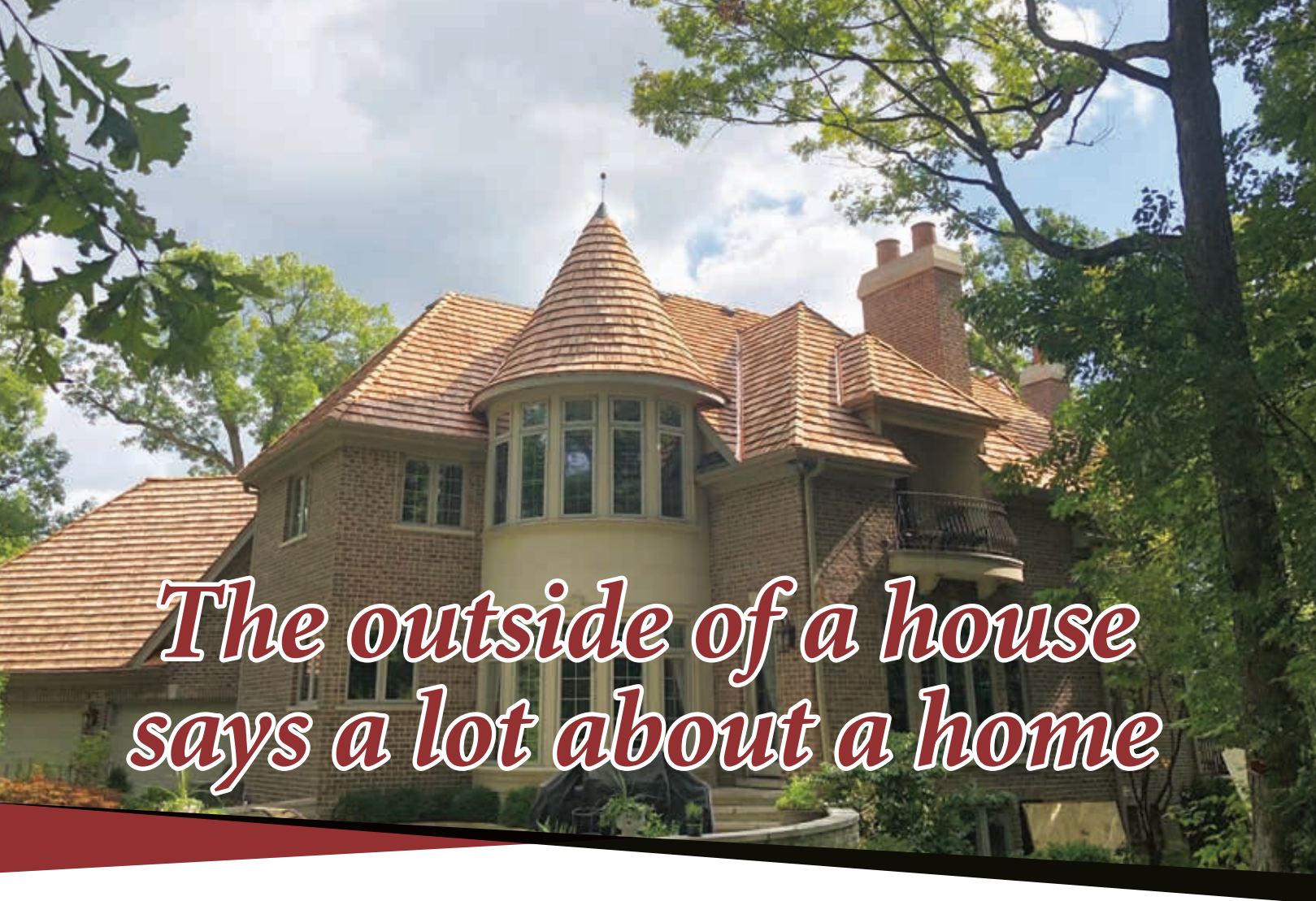
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PUBLISHER'S NOTE

## 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 34, 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**  
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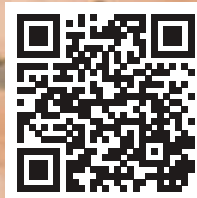
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# ABLAZE

## DESIGN GROUP

*Designing How a Home Feels*

BY CHRIS MENEZES • PHOTOS BY ELLIOT POWELL

**There's a moment that happens when you walk into a home. Before you notice the finishes, before you register the layout, before you even think about price, you feel something. The home might feel open, calm, and easy to move through. Or it might feel disjointed or close, dated, and awkward to move through, even confusing. At ABLAZE Design Group, that moment is everything because that feeling often determines whether a buyer connects with a home or keeps looking.**

"Buyers are purchasing a home for how it feels just as much as for how it looks," says Ava Markoutsas, co-owner, and marketing and showroom manager of ABLAZE, alongside her husband, co-owner and CEO George Markoutsas,

and her brother, co-owner and CFO David Lipsky.

For REALTORS®, that idea has real implications: it shifts the focus from simply updating a home to preparing it strategically, thinking about how it will

photograph, how it will show, and how it will resonate the moment a buyer walks through the door.

That's where ABLAZE steps in. More than a contractor or remodeling company, ABLAZE positions itself as a

strategic design-build partner that helps agents and their clients make smart, targeted decisions that maximize the value, functionality, and emotional connection of a home before it ever hits the market.

"Our approach is rooted in understanding how families actually live and then aligning lifestyle, spatial flow, and function to create spaces that truly work," Ava says.

Their approach is backed by a business that has evolved over decades. What began as a painting company built on craftsmanship and long-term relationships has grown into a full-service design-build firm offering painting, remodeling, cabinetry, countertops, wellness-focused living solutions, and concierge-style project management all under one roof.

ABLAZE's structure solves a very real problem for REALTORS® as

preparing a home for market can often mean having to coordinate separate painters, contractors, designers, stagers, and other vendors on a tight timeline. Because ABLAZE brings all of those elements, projects, and specialties under one team and can be relied on for their consistent, high-quality work and project management, it gives agents peace of mind and allows them to move faster, as they can focus on their own work.

"We simplify the process by becoming a centralized partner that can guide strategy, manage [all the] trades, and execute improvements efficiently," Ava says.

She also points to a common challenge that agents and sellers both face: knowing where to spend and where not to. Rather than defaulting to full renovations or surface-level fixes, ABLAZE strategically identifies the updates that will have the greatest impact on both perception and value.

Often, that comes down to three key areas:

"Fresh paint is one of the highest ROI investments a homeowner can make before listing," Ava explains. "Paint has the ability to immediately change how clean, bright, updated, and cared for a home feels. Neutral but warm palettes tend to perform best because they allow buyers to imagine themselves in the home without distraction."

Kitchens and bathrooms play a major role in buyer perception too, according to Ava. But they don't always require a remodel. "Sometimes replacing

outdated countertops, lighting, hardware, mirrors, plumbing fixtures, or repainting cabinetry can dramatically elevate the perceived value of the space without overspending," she says.

Ava also points out that flow and function are often the most overlooked areas of improvement. "Buyers today are highly focused on lifestyle. They want homes that feel intuitive, organized, and efficient," she affirms. "Simple changes like improving the layout, decluttering oversized spaces, enhancing storage, or opening sightlines can make a home feel significantly larger and more livable."

ABLAZE's goal for every home is a strategic



Photo credit: Roberto Callejas



Photo credit: Roberto Callejas





transformation that supports stronger offers, faster sales, and better presentation. For this team, partnering with REALTORS® is essential to that goal.

“We often walk properties alongside REALTORS® to identify what improvements will create

**“BUYERS ARE PURCHASING A HOME FOR HOW IT FEELS JUST AS MUCH AS FOR HOW IT LOOKS.”**

the greatest impact for photography, showings, buyer psychology, and overall value perception,” Ava says.

Perhaps the clearest expression of that partnership is ABLAZE’s REALTOR® Referral Program. The program offers agents a 2 percent commission on sold jobs; preferred pricing for clients, which includes 10 percent off painting services and 20 percent off retail store purchases and window treatments; plus access to pre-sale walkthroughs and fast, digital estimates.

“We view REALTORS® as long-term partners,” Ava says. “We’re here to support them throughout the selling, buying, and renovation journey.”

As a result, ABLAZE has become a go-to resource across Chicago’s North Shore. Their work has gained significant recognition throughout the years through projects like the Lake Forest Showhouse and Gardens and has earned multiple industry awards, including NARI Regional Remodeler of the Year, ASID Design Excellence, as well as coverage in publications like *Architectural Digest*, *Veranda*, *LUXE Interiors + Design*, and *Modern Luxury*.

Because in the end, ABLAZE understands that the homes that stand out aren’t simply the ones that look the best; they’re the ones that feel right the moment you walk in. Creating that genuine feeling can be the difference between the listing that sits and one that sells. ▀



**CONTACT US!**

To learn more about ABLAZE Design Group or to connect with their team, visit [ablazedesigngroup.com](http://ablazedesigngroup.com), follow them on Instagram @ablazedesigngroup, call them at 847-579-1600, or stop by their showroom and retail store at 259 Waukegan Avenue in downtown Highwood.



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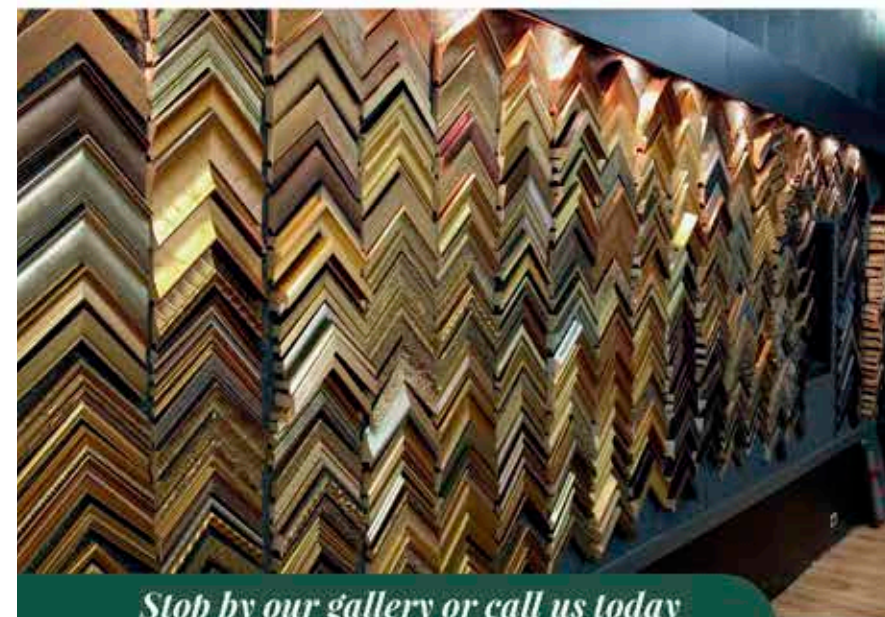
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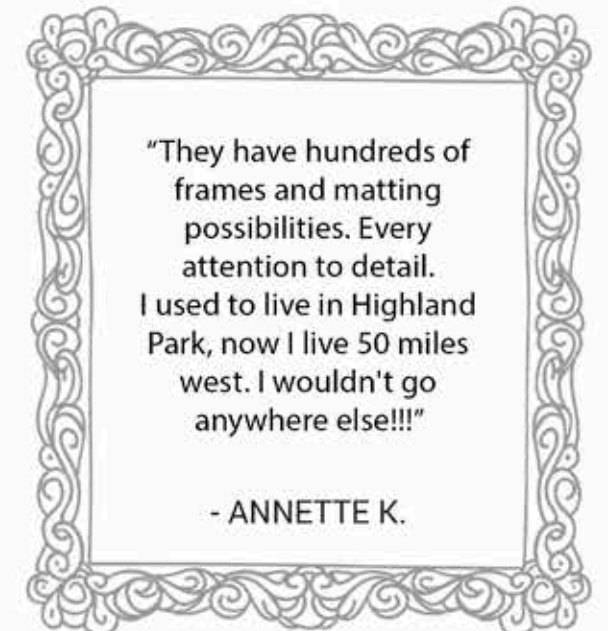
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# CAROLINE GAU

**Artistically Intentional & Disciplined**

BY CHRIS MENEZES  
PHOTOS BY ELLIOT POWELL

Before Caroline Gau ever sold a home, she already had experience with building something from the ground up.

It started on fall weekends in Galena, Illinois, where her family spent time renovating an old home. Tour buses would roll into town and unload right at the corner of their street. Caroline and her brother saw a business opportunity: a lemonade stand.

“It was seriously lucrative,” she says. “We planned for it every year and improved our process.”

Around that same time, she enjoyed another discovery. Her grandfather, a clarinet player, introduced her to the instrument, and her innate talent delightfully surprised everyone. Unbeknownst to Caroline, her love for studying clarinet would one day inspire one career and serve her well in another.

She grew up in Chicago’s western suburbs, surrounded by creativity and entrepreneurship. Her father, an interior designer, often brought her along to the homes he was working on and to showrooms, where she saw both the creativity and realities of his commission-based work. Perhaps from that exposure, Caroline never saw those two worlds—the creative and the practical—as separate from each other.

At DePauw University, where she met her husband, Derek, Caroline pursued both clarinet performance and music business, wanting to work behind the scenes in the arts. As she built her

career, she obtained her MBA in arts management from Roosevelt University. At places like Lyric Opera and Ravinia Festival, she managed artist contracts, coordinated travel, and programmed children’s concerts.

It was meaningful work, but it came with tradeoffs—long commutes, inflexible hours, and limited pay. When she found herself between jobs, Caroline had the space to reflect and decided to change her direction.

“I decided I wanted to be a patron of the arts instead, by being an entrepreneur,” she recalls.

After helping her in-laws negotiate a lot they were purchasing, her mother-in-law encouraged her to get her real estate license. Caroline did and has never looked back.

While her background in arts management certainly helped her establish her business, so did being a musician: she approached

building it the same way she approached clarinet—with intention, repetition, and discipline.

“As a trained musician, the diligence of steady practice shaped my work ethic,” she says. “I never procrastinate. I execute.”

Later, a specific realization became a game-changer in terms of her success: “I wish I had learned sooner to treat commission like profit and loss, the



way a true business owner does. No one teaches you this when you get your license,” she says.

Caroline built her team, the Caroline Gau Team at REAL, with her same deliberate approach. She founded the backend systems, operations, and support before adding agents, establishing a foundation that could sustain growth.

Today, the team includes REALTORS® Matt Park and Kristine Rumpel,

Transaction Coordinator Jenny Quioco, Website Designer Junnel Cuizon, and Video Editor Keen Facurib. Together, they serve buyers and investors across North Shore and the northwest suburbs, but their focus is on sellers.

“We offer sellers three marketing plans depending on the level of service they desire, and we invest in their listing upfront as partners to success,” Caroline explains.

What sets the team apart is their listing preparation service that includes hands-on staging, detailed cleaning, pre-listing inspections, handyman services, and tailored marketing strategies designed to maximize value.

Caroline is equally focused on what’s next. She’s leaning into AI to help her team work faster and smarter and to scale her business. She also plans to continue reaching REAL’s Elite Agent level, which she achieved in 2025, while expanding her network, team, and creating long-term opportunities for both her agents and family.

At home, she and Derek are embracing a new chapter as empty nesters. They recently purchased a lake home where they and their three grown sons—Benjamin, Peter, and Ian—and other family and friends can boat, fish, and spend time together.

After many years away, Caroline returned to the clarinet during the pandemic and eventually joined the North Suburban Wind Ensemble, a volunteer band that performs several concerts each year. She also enjoys flower arranging and supports the Chicago Botanic Garden, Ravinia Festival, WFMT, and WBEZ, and is a board member of the Northbrook Woman’s Club.

While her kids see her as outgoing because of all the marketing she does, Caroline knows herself a little differently. “I actually don’t like to be the center of attention—I consider myself 60 percent extrovert and 40 percent introvert. But as a REALTOR®, you don’t need to be outgoing. If you can be a good listener and make your client the story, then you win.”

In many ways, her approach is similar to playing the clarinet in an ensemble. You don’t need to be the loudest voice—you need to listen, understand your role, and know when to step in and when to support. Caroline carries this knowledge into her business and team, where each person plays a part in creating something cohesive and impactful on behalf of their clients. ▾

**“As a trained musician, the diligence of steady practice shaped my work ethic. I never procrastinate. I execute.”**



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**SECOND ACT,  
SAME STANDARDS**

BY CHRIS MENEZES  
PHOTOS BY PRESTIGE REAL  
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# Evan Fitzgerald

*For Evan Fitzgerald, joining the Vittoria Logli Team felt like a perfect fit because, akin to his days in sports broadcasting, he feels part of a winning team. "I'm so thankful for Vittoria and my team. Their support has been key to my making this transition into real estate successful," he says.*

"My impetus to enter real estate came from my experience of having to move about a dozen times during my broadcasting career and working with an amazing agent like Cheryl Turchi Bussmann," Evan adds. It was she who helped Evan and his wife, Lauren, to not only buy their first home in Chicago over fourteen years ago, but also helped them buy and sell several more times. Those experiences gave Evan a firsthand understanding of just how important having the right REALTOR® can be.

"Cheryl showed me how important a great agent can be in someone's life," Evan says. "I wanted to provide that same level of support to others."

Starting all over again in a new career, let alone real estate, can be a lot of pressure, but Evan knows what it means to perform under pressure. For more than fifteen years, Evan lived his childhood dream as a sports broadcaster, working as an on-air talent not only for the Chicago area and other markets around the country, but also for the Big Ten Network nationally. During his prodigious career, he reported from Super Bowls, Big Ten football (sideline reporter), and major golf championships. He was there for some of Chicago sports' biggest moments: He covered the Cubs' historic 2016 World Series run and was on the ice

after the Blackhawks hoisted the Stanley Cup. He also covered the Chicago Bears, providing pre- and post-game coverage both from Soldier Field and on the road.

"I went to Northwestern specifically to be a sports journalist," he says. "Reaching those heights is something I will always be extremely proud of."

Originally from the Boston area, Evan left home to attend Northwestern University's Medill School of Journalism, Media, and Integrated Marketing Communications, where he studied alongside many future stars in sports media. It's also where he met his wife, Lauren.

Chicago became home and the place where his career took off. But eventually, another need and dream started to form: to be there more for his kids.

"Our kids were getting to the age where they noticed more when I was away working and not able to be around for dinners and soccer games," he says. "After more than fifteen years in broadcasting, I had a decision to make."

Because Evan had already checked off so many of the bucket-list moments he'd chased in broadcasting, it gave him the peace to walk away and the confidence to step into

something new. For him, pivoting to real estate made perfect sense.

Evan made the leap into real estate during the pandemic, bringing with him the same preparation, communication skills, and high standards that had defined his broadcasting career. "When it was time to make a career pivot, holding myself to that same high standard was extremely important to me," he says.

For Evan, those standards have been best modeled by REALTOR® Vittoria Logli. "Since joining @properties | Christie's International Real Estate in Glenview, Vittoria has been the most incredible mentor and has set the standard for how to perform this job at the highest level," he says.

Today, he is a key part of the Vittoria Logli Team, where he runs operations and oversees the onboarding and training of new agents, and the team has grown to include six.

"The Vittoria Logli Team has become one of the area's top performers," Evan says. "We recently crossed the \$50 million mark in closed sales in 2025. Looking into the future, I want to be an integral part in continuing to build on that foundation of success."

To Evan that success is measured by more than numbers or accolades: "When my clients, no matter what happens in the transaction, feel that they've had someone in their corner, that's indispensable. When they want to tell others about that experience, that's success," he says.

**“Cheryl showed me how important a great agent can be in someone’s life...I wanted to provide that same level of support to others.”**



Finding that kind of fulfillment in a second-act career is something Evan doesn’t take lightly. “Making a career pivot after more than sixteen years isn’t easy,” he says. “Finding this life in real estate so quickly is extremely fulfilling.”

Although his career has changed, the things he values most haven’t. Ask Evan his favorite thing to do, and the answer is immediate: watch his kids play sports. Evan can still talk about sports all day. Only now, he gets to be in the stands more often.

As Evan continues to write this second act, there’s no doubt he’ll continue to live up to the same high standards that have always defined his career. It will be exciting to see just how far those standards will take him. ▀

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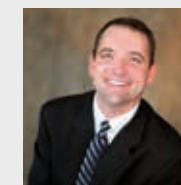
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# Susan Burklin

BY CHRIS MENEZES  
PHOTOS BY ELLIOT POWELL

## RIGHT WHERE SHE BELONGS

**REALTOR® Susan Burklin knows the homes in Highland Park, but not in the way most agents do through comps, square footage, and listing history. Rather, she knows so many of them because she's spent so many memorable hours of her life in them.**

"I sell many of the homes I played in as a child," she says. "And homes I photographed my kids in before [school] dances. Just this year, I sold three homes that belonged to my childhood friends' parents."

It's a kind of connection that is deeply personal—and for Susan, that kind of connection is the foundation of everything she's built.

Susan has lived in Highland Park since she was four years old. The

youngest of three girls, she grew up in a close-knit family and always looked up to her father, whom she describes as her hero—someone who believed in her, championed her, and whose influence still shapes how she shows up for clients today.

Before real estate, Susan spent twenty-eight years as a designer's representative in the bridal gown industry, managing a ten-state territory. It was a demanding career—one that required independence,

discipline, and a keen sense of people. These skills and traits would later translate seamlessly into real estate.

But as the bridal industry began to shift with the introduction of online shopping, Susan found herself at a crossroads. By chance, she ran into a friend who was a successful REALTOR®, and he suggested she talk to his broker.

"My friend thought real estate would be a good fit for me," Susan explains. "Sales had been my lifelong career in one capacity or another. I like doing things my way and felt real estate was a natural next path."

That next chapter didn't come easy, however. Susan was starting over mid-career, and doing it as a single parent of four. While many may have buckled under that kind of pressure, Susan was fueled by it.

"My kids depended on me," she says. "I have always been a hard worker, and as a single parent for many years, supporting my four children was my motivation—getting them the best education, making sure they had what they needed, and setting a good example."

Susan built her business steadily and intentionally. She quickly realized how instrumental her community connections were and built her business on those relationships. Along the way, she found a friend, business partner, and mentor in Barb Hondros with @properties, who took Susan under her wing.

"Barb was the coolest of the cool, and I absolutely love and adore her still," Susan says. "She passed away in 2018. I hear her advice in my ear to this day and know she is so proud of me."

Today, Susan is the number one individual broker in Highland Park—a reflection not just of her achievement in production, but of her consistency, reputation, and presence in the community she's always called home.



Susan with her family.  
Photo Credit: Anna Turayeva



"I have worked very hard to get where I am, but without those who believe in me—whether they are clients, colleagues, friends, or neighbors—I would not be here."



Susan with her golden retriever, Addison. Photo Credit: Martha Abelson



And she still does it her way: “I like being independent. I never wanted to be on a team,” she says.

Susan is not one to sit on her laurels, and she is deeply thankful for everyone who hires her, refers her, and supports her.

“I am passionate about continuing my success, and that means building success for my clients,” she says. “I have worked very hard to get where I am, but without those who believe in me—whether they are clients, colleagues, friends, or neighbors—I would not be here.”

Looking ahead, Susan doesn’t see herself retiring or going anywhere other than where she is right now, doing what she’s doing.

“Success to me is peace, happiness, and balance—feeling fulfilled both personally and professionally,” she says. “It means having strong relationships, being present for my family, and doing work that I truly love and find meaningful.”

Outside of work, you’ll find Susan walking the trails in the Fort Sheridan Forest Preserve, riding her bicycle, reading a good book at night, or watching the Cubs at Wrigley Field. The latter, she says, is her “happy place.”

Her husband, Jeff, and four children remain the center of her world. Her third son, Aaron, now serves as a Highland Park police officer, something she speaks about with pride. Her family continues to grow with weddings ahead and a grandchild on the way. Time together is simple and intentional, with gatherings at home or at Ravinia in the summer, where they have a big family picnic every year.

In many ways, that’s what it all comes back to: the relationships she’s built, the community she’s always called home, and the trust she’s earned over time. For Susan, real estate has never been just about finding the right house for clients; it’s about helping them find their place just as she has. Susan Burklin knows she’s right where she belongs. ▀



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# REAL PRODUCERS SPRING EVENT

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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.

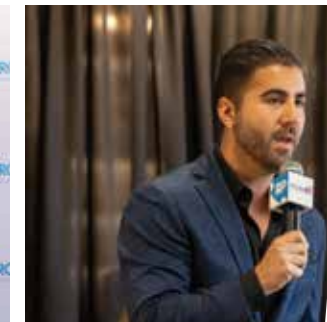


SaiRavi Suribhotla won a Stanley cooler backpack and a set of stadium seats from Ania Pulit with Landtrust Title Services.



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







# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	57.5	\$45,047,474	55.5	\$41,461,444	113	\$86,508,918
2	Bill	Flemming	125	\$56,560,688	28	\$12,446,777	153	\$69,007,465
3	Jena	Radnay	11	\$35,601,900	8	\$29,075,000	19	\$64,676,900
4	Daynae	Gaudio	130	\$54,313,125	0	\$0	130	\$54,313,125
5	John	Morrison	28	\$29,201,812	17.5	\$15,537,500	45.5	\$44,739,312
6	Connie	Dornan	25	\$29,043,000	18	\$15,245,500	43	\$44,288,500
7	Paige	Dooley	9	\$25,012,000	10	\$19,136,000	19	\$44,148,000
8	Holly	Connors	33	\$23,376,000	26	\$16,957,869	59	\$40,333,869
9	Cory	Green	5	\$7,347,000	25	\$28,478,000	30	\$35,825,000
10	Craig	Fallico	24	\$19,437,500	19	\$14,917,526	43	\$34,355,026
11	Leslie	McDonnell	35	\$21,000,317	19	\$10,287,970	54	\$31,288,287
12	Pam	MacPherson	12.5	\$16,402,000	9	\$10,790,000	21.5	\$27,192,000
13	Maria	DelBoccio	16	\$12,338,575	20	\$13,571,399	36	\$25,909,974
14	Kim	Alden	12	\$6,415,500	29.5	\$16,380,440	41.5	\$22,795,940
15	Anne	Dubray	12	\$9,644,741	13	\$12,772,000	25	\$22,416,741
16	Jacqueline	Lotzof	11.5	\$11,359,000	12	\$11,016,500	23.5	\$22,375,500
17	Mark	Ahmad	9	\$11,614,186	8	\$10,745,036	17	\$22,359,222
18	Andra	O'Neill	11	\$16,350,475	5	\$5,940,000	16	\$22,290,475
19	Dawn	McKenna	2	\$3,045,000	5	\$18,050,000	7	\$21,095,000
20	Margie	Brooks	6	\$11,622,500	4.5	\$8,981,000	10.5	\$20,603,500
21	Jim	Starwalt	21	\$6,102,000	38	\$14,495,690	59	\$20,597,690
22	Kate	Fanselow	10	\$8,397,919	11	\$11,052,500	21	\$19,450,419
23	Matthew	Messel	10.5	\$5,941,500	21	\$12,780,314	31.5	\$18,721,814
24	Beth	Wexler	8.5	\$10,312,500	7.5	\$7,994,162	16	\$18,306,662
25	Megan	Mawicke Bradley	3	\$7,200,000	5	\$10,746,008	8	\$17,946,008
26	Marlene	Rubenstein	3.5	\$4,472,500	7	\$13,455,000	10.5	\$17,927,500
27	Sarah	Leonard	24.5	\$9,669,738	20.5	\$8,246,290	45	\$17,916,028
28	Jamie	Hering	26.5	\$9,456,200	18	\$8,192,400	44.5	\$17,648,600
29	Dean	Tubekis	9.5	\$8,981,600	11	\$7,085,100	20.5	\$16,066,700
30	Ann	Lyon	3	\$5,055,000	9	\$10,243,500	12	\$15,298,500
31	Carrie	McCormick	3.5	\$7,216,000	2	\$7,875,000	5.5	\$15,091,000
32	Nathan	Freeborn	9	\$9,077,500	7	\$5,652,900	16	\$14,730,400
33	Julie	Schultz	5	\$4,692,333	11	\$9,570,000	16	\$14,262,333
34	Kelly	Baysinger	8.5	\$6,173,500	13	\$8,051,890	21.5	\$14,225,390

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Deborah	Hepburn	4.5	\$4,683,000	6	\$9,449,000	10.5	\$14,132,000
36	Mary	Grant	4	\$7,668,000	3	\$6,270,000	7	\$13,938,000
37	Harris	Ali	2	\$1,118,500	10	\$12,645,000	12	\$13,763,500
38	Susan	Maman	3.5	\$6,944,000	4.5	\$6,615,000	8	\$13,559,000
39	Susan	Amory Weninger	7	\$11,188,725	2	\$2,277,000	9	\$13,465,725
40	Kathryn	Moor	1	\$2,000,000	4	\$11,333,000	5	\$13,333,000
41	Nicholas	Solano	23	\$13,289,049	0	\$0	23	\$13,289,049
42	Karen	Skurie	10	\$8,087,779	5	\$4,946,678	15	\$13,034,457
43	Mona	Hellinga	4	\$8,220,000	2	\$4,545,000	6	\$12,765,000
44	Vittoria	Logli	6.5	\$6,938,450	4.5	\$5,799,333	11	\$12,737,783
45	Judy	Greenberg	9	\$7,028,027	9	\$5,561,000	18	\$12,589,027
46	Joanne	Hudson	3	\$4,149,000	7	\$8,349,647	10	\$12,498,647
47	Debbie	Glickman	3.5	\$3,140,500	9	\$9,324,000	12.5	\$12,464,500
48	Steve	McEwen	4	\$6,960,000	5	\$5,484,000	9	\$12,444,000
49	Elizabeth	Wieneke	4	\$9,660,000	2	\$2,750,000	6	\$12,410,000
50	Cory	Albiani	9	\$6,631,000	7	\$5,767,000	16	\$12,398,000

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

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amy	Diamond	13	\$7,814,000	9	\$4,541,183	22	\$12,355,183
52	Kristen	Esplin	5	\$9,370,000	2	\$2,670,789	7	\$12,040,789
53	Yuriy	Nydzka	3	\$1,104,800	25	\$10,854,095	28	\$11,958,895
54	Lisa	Wolf	16	\$8,655,500	8	\$3,242,200	24	\$11,897,700
55	Laura	Fitzpatrick	3	\$7,309,100	4	\$4,384,000	7	\$11,693,100
56	Grace	Flatt	2	\$3,450,000	6	\$8,239,000	8	\$11,689,000
57	Kathryn	Mangel	3	\$9,712,810	1	\$1,860,000	4	\$11,572,810
58	Jackie	Mack	12	\$7,211,500	5.5	\$4,207,000	17.5	\$11,418,500
59	Ted	Pickus	7	\$7,066,350	5	\$4,315,000	12	\$11,381,350
60	Caroline	Starr	5	\$4,796,000	10.5	\$6,438,500	15.5	\$11,234,500
61	Annie	Royster Lenzke	4	\$6,050,019	3.5	\$5,147,500	7.5	\$11,197,519
62	Janet	Borden	5.5	\$5,766,500	6.5	\$5,323,453	12	\$11,089,953
63	Jodi	Cinq-Mars	17.5	\$6,404,200	16	\$4,678,200	33.5	\$11,082,400
64	Debra	Baker	7	\$6,510,000	6	\$4,418,000	13	\$10,928,000
65	Meredith	Pierson	5	\$3,758,900	9.5	\$7,017,180	14.5	\$10,776,080
66	Grigory	Pekarsky	2	\$942,000	20.5	\$9,833,000	22.5	\$10,775,000
67	Sally	Mabadi	6.5	\$10,632,500	0	\$0	6.5	\$10,632,500
68	Monica	Corbett	2	\$8,690,000	1	\$1,910,000	3	\$10,600,000
69	Lindy	Goss	1	\$305,000	4	\$10,075,000	5	\$10,380,000
70	Mary	Summerville	10.5	\$7,334,890	3.5	\$2,992,500	14	\$10,327,390
71	Tara	Kelleher	4	\$2,844,000	3	\$7,315,000	7	\$10,159,000
72	Jody	Dickstein	2	\$4,822,500	2	\$5,219,000	4	\$10,041,500
73	Richard	Richker	0.5	\$710,500	4	\$9,180,000	4.5	\$9,890,500
74	Carly	Jones	7	\$5,563,000	5	\$4,279,000	12	\$9,842,000
75	Miranda	Alt	12	\$5,032,000	11	\$4,774,980	23	\$9,806,980
76	Tyler	Lewke	11	\$4,691,375	12.5	\$5,110,500	23.5	\$9,801,875
77	Kelly	Mangel	3	\$9,712,810	0	\$0	3	\$9,712,810
78	Ashlee	Fox	6	\$5,302,000	5	\$4,395,000	11	\$9,697,000
79	Lauren	Marquardt	3	\$3,817,500	4	\$5,861,000	7	\$9,678,500
80	Elise	Rinaldi	4	\$4,146,250	3	\$5,485,000	7	\$9,631,250
81	Gina	Shad	7	\$5,253,400	7	\$4,310,900	14	\$9,564,300
82	Elias	Masud	2.5	\$3,215,000	4	\$6,345,579	6.5	\$9,560,579
83	Scott	Ottenheimer	4.5	\$5,086,000	4	\$4,442,400	8.5	\$9,528,400
84	Deborah	Richwine	3	\$7,595,000	1	\$1,910,000	4	\$9,505,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Robbie	Morrison	9.5	\$8,318,555	2	\$1,165,000	11.5	\$9,483,555
86	Bonnie	Tripton	3	\$5,375,000	2	\$4,102,000	5	\$9,477,000
87	Lisa	Trace	4.5	\$6,845,000	2	\$2,617,500	6.5	\$9,462,500
88	Honore	Fru mentino	8	\$7,507,500	2	\$1,935,000	10	\$9,442,500
89	Rutul	Parekh	7	\$2,079,200	12	\$7,291,551	19	\$9,370,751
90	Mimi	Maman	3.5	\$6,944,000	1.5	\$2,375,000	5	\$9,319,000
91	Elizabeth	Jakaitis	1.5	\$2,938,906	1	\$6,350,000	2.5	\$9,288,906
92	James	Streff	4	\$2,977,500	8	\$6,300,000	12	\$9,277,500
93	Ryan	Cherney	20	\$9,264,730	0	\$0	20	\$9,264,730
94	Nancy	Adelman	2	\$2,835,000	4	\$6,425,000	6	\$9,260,000
95	Brandy	Isaac	7	\$7,003,413	2	\$2,231,000	9	\$9,234,413
96	Diana	Matichyn	10.5	\$5,249,000	8	\$3,936,000	18.5	\$9,185,000
97	Aaron	Share	5	\$8,078,000	1	\$1,100,000	6	\$9,178,000
98	Shaun	Raugstad	4	\$3,212,000	6	\$5,764,000	10	\$8,976,000
99	Gloria	Matlin	4	\$4,747,500	2	\$4,150,000	6	\$8,897,500
100	Phyllis	Bisceglie	2.5	\$8,845,000	0	\$0	2.5	\$8,845,000

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kathleen	Bauer	0	\$0	2	\$8,780,519	2	\$8,780,519
102	Sherri	Esenberg	7	\$3,483,000	8	\$5,157,114	15	\$8,640,114
103	Katrina	De Los Reyes	4	\$3,586,413	5	\$4,940,000	9	\$8,526,413
104	Frank	Capitanini	2	\$3,702,500	5	\$4,777,000	7	\$8,479,500
105	Joey	Gault	5.5	\$8,423,000	0	\$0	5.5	\$8,423,000
106	Jeff	Ohm	5	\$6,875,758	1	\$1,515,758	6	\$8,391,516
107	Susan	Teper	5	\$5,410,000	3	\$2,930,000	8	\$8,340,000
108	Andrea	Miller	2	\$3,000,000	3	\$5,234,000	5	\$8,234,000
109	Nicole	Hajdu	4	\$4,603,328	7	\$3,614,900	11	\$8,218,228
110	Kevin	Dombrowski	8	\$2,467,000	8	\$5,669,500	16	\$8,136,500
111	Shaunna	Burhop	6.5	\$3,951,000	7.5	\$4,111,000	14	\$8,062,000
112	Allison	Silver	4.5	\$6,573,790	2	\$1,466,000	6.5	\$8,039,790
113	Howard	Meyers	1	\$2,875,000	3	\$5,096,500	4	\$7,971,500
114	Samantha	Trace	4.5	\$6,845,000	1	\$1,110,000	5.5	\$7,955,000
115	John	Baylor	2.5	\$3,720,000	2	\$4,190,000	4.5	\$7,910,000
116	Winfield	Cohen	7	\$4,505,369	5	\$3,244,000	12	\$7,749,369
117	Renee	Clark	5.5	\$3,928,250	4.5	\$3,804,990	10	\$7,733,240
118	David	Schwabe	8	\$4,272,350	8.5	\$3,409,950	16.5	\$7,682,300
119	Chris	Veech	3	\$3,175,000	5	\$4,488,000	8	\$7,663,000
120	Melissa	Siegal	2	\$1,925,000	5	\$5,731,000	7	\$7,656,000
121	Marina	Carney	2.5	\$3,062,500	3	\$4,579,000	5.5	\$7,641,500
122	Eugene	Abbott	5	\$4,545,000	6	\$3,052,150	11	\$7,597,150
123	Jennifer	Rabito	2.5	\$2,382,000	5	\$5,093,878	7.5	\$7,475,878
124	Danny	McGovern	4	\$3,716,000	6	\$3,730,000	10	\$7,446,000
125	Tania	Forte	4	\$2,732,900	5	\$4,689,000	9	\$7,421,900
126	Julie	Cassin	2	\$3,600,000	2	\$3,820,000	4	\$7,420,000
127	Geoff	Brown	2	\$611,000	7	\$6,735,413	9	\$7,346,413
128	Kimberly	Shortsle	3	\$4,260,000	2.5	\$3,054,500	5.5	\$7,314,500
129	Christine	Currey	9	\$5,282,908	4.5	\$2,026,500	13.5	\$7,309,408
130	Michael	Dickstein	2	\$4,822,500	2	\$2,485,000	4	\$7,307,500
131	Izabela	Dianovsky	3	\$6,207,500	1	\$1,100,000	4	\$7,307,500
132	Michael	Maggio	2	\$1,235,000	4	\$5,990,550	6	\$7,225,550
133	Brady	Andersen	2	\$4,149,000	2	\$3,059,000	4	\$7,208,000
134	Steven	Maher	1	\$3,590,000	1	\$3,590,000	2	\$7,180,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Trish	Herakovich	3	\$5,675,000	1	\$1,500,000	4	\$7,175,000
136	Kelly	Dunn Rynes	6	\$5,286,000	2	\$1,855,000	8	\$7,141,000
137	Lisa	Finks	3.5	\$7,079,000	0	\$0	3.5	\$7,079,000
138	Vaseekaran	Janarthanam	4	\$2,861,000	10	\$4,207,000	14	\$7,068,000
139	Corey	Barker	9	\$4,978,500	5	\$2,075,700	14	\$7,054,200
140	Megan	Leadbetter	0	\$0	3	\$6,931,000	3	\$6,931,000
141	Craig	Tinder	4	\$3,912,900	3	\$3,017,000	7	\$6,929,900
142	Brandy	Simon	2	\$2,099,000	2	\$4,800,000	4	\$6,899,000
143	Connie	Antoniou	6	\$6,895,000	0	\$0	6	\$6,895,000
144	Victoria	Stein	2	\$3,780,000	4	\$3,060,000	6	\$6,840,000
145	Benjamin	Fisher	3	\$2,275,000	3	\$4,534,500	6	\$6,809,500
146	Jane Herrick	Corder	5	\$5,200,000	2	\$1,599,990	7	\$6,799,990
147	Zack	Matlin	4	\$4,747,500	2	\$1,965,000	6	\$6,712,500
148	Darren	Allen	7	\$3,778,500	6	\$2,887,990	13	\$6,666,490
149	Mario	Dilorenzo	5	\$3,708,000	3	\$2,940,000	8	\$6,648,000
150	John	Barry	4	\$5,074,355	1	\$1,564,555	5	\$6,638,910

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Connie	Barhorst	7	\$3,759,000	5	\$2,879,000	12	\$6,638,000
152	Michael	Lohens	4.5	\$2,829,250	5	\$3,784,500	9.5	\$6,613,750
153	Benyamin	Lalez	3	\$1,271,500	12	\$5,287,600	15	\$6,559,100
154	Jesus	Perez	7	\$2,225,000	14	\$4,330,900	21	\$6,555,900
155	Aaron	Maslansky	3	\$914,000	3	\$5,602,500	6	\$6,516,500
156	Alan	Berlow	5	\$4,018,000	3	\$2,483,800	8	\$6,501,800
157	Jean	Royster	4	\$6,050,019	0.5	\$450,000	4.5	\$6,500,019
158	Daria	Andrews	3	\$2,960,000	3	\$3,467,000	6	\$6,427,000
159	Sarah	Anderson	4.5	\$3,363,000	6	\$3,050,000	10.5	\$6,413,000
160	Lauren	Weiss	1	\$362,000	6	\$5,956,000	7	\$6,318,000
161	Marla	Fox	5	\$5,475,000	1	\$835,000	6	\$6,310,000
162	Renata	Pieczka	3	\$2,916,500	4	\$3,360,000	7	\$6,276,500
163	Michael	Thomas	8	\$5,254,095	3	\$1,006,720	11	\$6,260,815
164	Ashley	Arzer	5	\$2,324,000	9	\$3,929,500	14	\$6,253,500
165	Darragh	Landry	0	\$0	4	\$6,249,326	4	\$6,249,326
166	Heidi	Seagren	6.5	\$5,690,000	1.5	\$557,500	8	\$6,247,500
167	Maureen	O'Grady-Tuohy	4.5	\$4,540,250	2	\$1,698,750	6.5	\$6,239,000
168	Cynthia	Poulakidas Tobin	2	\$2,656,000	3	\$3,548,200	5	\$6,204,200
169	Patricia	Kreuser	4.5	\$3,811,500	3	\$2,378,262	7.5	\$6,189,762
170	Dena	Fox	2	\$4,034,500	1	\$2,150,000	3	\$6,184,500
171	Herbert	Straus	8	\$5,825,000	1	\$338,000	9	\$6,163,000
172	Haley	Levine	0	\$0	4	\$6,139,500	4	\$6,139,500
173	Samantha	Kalamaras	5	\$3,339,000	4	\$2,788,000	9	\$6,127,000
174	Jerry	Doetsch	7.5	\$4,808,000	3	\$1,286,999	10.5	\$6,094,999
175	Cristina	Panagopoulos	7	\$3,612,000	5	\$2,399,000	12	\$6,011,000
176	Sabina	Wunderlich	6	\$3,245,000	6	\$2,744,700	12	\$5,989,700
177	Andrea Lee	Sullivan	10	\$3,967,900	5	\$2,015,900	15	\$5,983,800
178	Alissa	McNicholas	2.5	\$2,422,894	2	\$3,560,000	4.5	\$5,982,894
179	Amy	Kite	10.5	\$4,276,001	4	\$1,671,890	14.5	\$5,947,891
180	Vincent	Romano	10	\$4,552,100	3	\$1,365,000	13	\$5,917,100
181	Meredith	Schreiber	7	\$4,606,000	1	\$1,255,000	8	\$5,861,000
182	Jill	Scott	0.5	\$244,000	3	\$5,615,000	3.5	\$5,859,000
183	Esther	Zamudio	6.5	\$1,932,750	13	\$3,909,900	19.5	\$5,842,650
184	Cha	McDaniel	4	\$3,714,000	2	\$2,124,000	6	\$5,838,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Rafay	Qamar	3	\$1,062,200	10	\$4,772,332	13	\$5,834,532
186	Jennifer	Stokes Habetler	8	\$4,030,000	3	\$1,795,000	11	\$5,825,000
187	Tetiana	Konenko	5	\$2,466,100	9	\$3,325,990	14	\$5,792,090
188	Sohail	Salahuddin	7.5	\$4,368,030	2.5	\$1,407,000	10	\$5,775,030
189	Cindy	Lee	3	\$4,121,500	4	\$1,590,900	7	\$5,712,400
190	Noah	Levy	1.5	\$1,415,000	5	\$4,284,018	6.5	\$5,699,018
191	Benjamin	Hickman	9	\$2,894,900	8	\$2,747,500	17	\$5,642,400
192	Amy	Foote	8.5	\$3,007,400	5	\$2,630,990	13.5	\$5,638,390
193	Julie	Jensen	4	\$4,001,000	4	\$1,607,000	8	\$5,608,000
194	Jodi	Taub	1	\$575,000	6	\$4,999,000	7	\$5,574,000
195	Erin	Koertgen	9	\$5,282,908	0.5	\$269,500	9.5	\$5,552,408
196	Lisa	Schulkin	5.5	\$5,540,500	0	\$0	5.5	\$5,540,500
197	Juliet	Towne	4.5	\$3,142,881	4	\$2,394,900	8.5	\$5,537,781
198	Brett	Larson	9	\$4,089,009	3	\$1,410,000	12	\$5,499,009
199	Timothy	Dannegger	3	\$2,747,000	3	\$2,745,000	6	\$5,492,000
200	David	Pickard	6	\$2,898,500	4.5	\$2,576,750	10.5	\$5,475,250

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