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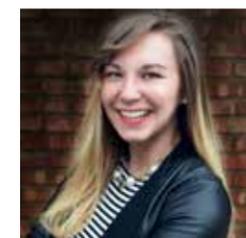
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DAVID VIVODA

Playing the Long Game

BY LAUREN YOUNG
PHOTOS BY KDE PHOTOGRAPHY

My kids will not remember the number of homes I sold,” says REALTOR® David Vivoda. “But they will remember me and my wife being present at home and being their biggest cheerleaders throughout life.”

Thanks to his real estate career, after a successful career as a golf pro, David is able to be more involved in his family life—his true measure of achievement. Born on Seymour Johnson Air Force Base in Goldsboro, NC, David moved to Wheaton as an infant after his father’s service time ended. His parents, both Wheaton natives, gave him a strong foundation in faith and hard work. His father, who went into hospital administration, served as a model of integrity and leadership.

“I’ve always looked up to my dad,” David says. “His leadership skills, communication skills, and ability to deeply connect with people have always been admirable. He puts others before himself, too. These are all qualities I try to imitate as a husband, father, and real estate professional.”

After graduating from Wheaton Warrenville South High School in 2001, David went on to earn a degree in golf complex operations management from the then Golf Academy of America and his PGA membership through the PGA of America. This lifelong sports enthusiast turned his passion into a decade-long career as a golf professional, running operations and teaching private lessons at country clubs. Golf became more than a career; it became his classroom.

“Golf teaches you valuable life and business lessons,” he says. “Resilience, perseverance, patience, honesty,

integrity, humility, social skills, respect, focus, and decision-making are all learned on the course.”

In 2013, David had finally been named the head golf professional at Royal Fox Country Club in St. Charles. But then, when his wife, Kristin, received a job opportunity in Texas that was too good to pass up, the couple relocated.

“After leaving the head professional position I had worked so hard to get and then having to take an assistant golf professional role in Texas, it just felt like it was time for a change,” he says.

Another move followed in 2015, this time to Seattle, where Kristin’s career continued to flourish. Around that same time, the couple learned they were expecting their first child. For David, that moment—with the desire for opportunity, balancing changes, and greater stability—sparked a new vision.

“The golf industry demands 60–70 hour, six-to seven-day weeks, but

often without aligned compensation,” David says. “Real estate provided the opportunity for me to continue to serve, problem-solve, and make a lasting impact in my community and in the lives of my clients while still being present at home.”

He earned his real estate license in Washington State in 2016 and in Illinois in 2017. In 2018, he returned home to Wheaton and joined Keller Williams Premiere Properties. David faced building a career while reintroducing



himself to his community as a REALTOR® instead of the golf pro many had known. Naturally, David leaned on his professional skills—using his well-honed focus, resilience, and relationship-building to overcome new challenges.

“For me this business is relational, not transactional,” he says. “Fostering and maintaining relationships that stem from giving are at the core of my business. I think of my clients as extended family—these are my people, my tribe, and I treat them as such.”

Today, David is known for the same steady leadership and kindness that once made him a trusted golf instructor. He’s passionate about “loving on his people” and giving back to the community that helped shape him. He supports KW Cares, which assists agents and families facing hardships, and the Alzheimer’s Association, a cause close to his heart

after losing his mother to early-onset Alzheimer’s at sixty-two. In 2023, David organized a concert in Wheaton in her memory that raised more than \$50,000.

“That was one of the most meaningful things I’ve ever done,” he says. The turnout and support were incredible. I will forever cherish the memories from that event.”

At home, life revolves around Kristin and their two children, Gabriel (9) and Riley (6), and their dog, Izzy. Kristin loves tackling major home projects.

“She knows more about plumbing, electrical, and other home projects than most,” David says. “Yes, I married well.”

When David isn’t helping clients or with his family, you’re, of course,

likely to find him on the golf course with friends, watching sports, or listening to reggae music. Looking ahead, real estate remains central to David’s plans.

“Real estate investing is something I am starting to take very seriously, especially as I think about my kids going to college and retirement planning,” he says.

For David, the journey from golf to real estate has always been about balance: Service and family. Work and play. The long game.

“If my kids are happy and healthy—and ultimately, happy, healthy adults—that’s true success in my eyes,” he says.



David with his wife, Kristin, and their two children, Gabriel and Riley.



David with his family during a Jay Allen concert he organized for the Alzheimer’s Association where they raised over \$50K.

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Zach Gallan

HOSPITALITY MINDSET
BY LAUREN YOUNG • PHOTOS BY STYLES MEDIA

“I knew I wanted more than a traditional sales role,” says Zach Gallan, REALTOR® at Compass. “I wanted a career where relationships mattered, effort translated directly into results, and no two days looked the same. Real estate checked every box.”

Zach’s approach to real estate is the result of years spent learning how effort, consistency, and relationships compound over time. Long before he entered the industry in July 2015, those values were being shaped through work,

education, and hands-on experience with people from every walk of life.

“I started working at eleven years old at a batting cage. That quickly turned into giving lessons and umpiring baseball games. I worked at a movie theater later on too,” he says. “Those early jobs taught me responsibility,

communication skills, and how to work with all types of people, and all of it helped shape the work ethic and people-first mindset I carry in my career today.”

After growing up in the western suburbs, Zach attended the University of Iowa, where his education extended well beyond the classroom. He balanced

academics with real-world experience, working in more customer-facing roles that demanded accountability and adaptability. He became involved in running large-scale music events, helping to manage ticket sales, marketing, and logistics for nationally known artists. That experience in fast-paced operations with high expectations would later serve him well as a REALTOR®.

“I had to generate demand, manage logistics, and execute under pressure,” Zach says. “Looking back, the combination of business education, live event production, and sales experience created a foundation that naturally led me into real estate.”



Zach with his wife, Chrissy, and their daughter, Olivia.



Following graduation, Zach moved into sales and then hospitality, managing large teams in restaurants, hotels, and nightclubs. Those roles sharpened his ability to stay calm in high-pressure environments and deliver consistent experiences even when variables changed quickly. Eventually, the desire for ownership over his outcomes and

communities that feel both familiar and family oriented. His work today centers on educating clients throughout the process and building trust that lasts beyond a single transaction.

“Buying or selling a home is both a financial and emotional decision,” he says. “This business is about people and relationships, not just transactions. Being the

bringing people together, often in the backyard or around a shared table.

“Most of my hobbies come back to the same theme: quality time, good experiences, and balance,” Zach says.

Looking ahead, Zach sees real estate as both a professional calling and a personal investment strategy. With experience as a homeowner, an investor, and an agent, he plans to continue growing a relationship-

“I wanted a career where relationships mattered, effort translated directly into results, and no two days looked the same. Real estate checked every box.”

a more relationship-driven career made him consider real estate.

“I became a REALTOR® because real estate sits at the intersection of everything I’ve always been drawn to: sales, hospitality, relationships, and entrepreneurship,” he says. “It has allowed me to build my own business, create my own standards, and work directly with people during one of the most important decisions of their lives.”

Like many agents, Zach learned quickly that drive alone does not guarantee immediate success. His first year in the business ended with a financial loss—an experience that forced him to reassess his expectations and commit to long-term growth rather than short-term wins.

“My first year, after expenses and fees, I lost around \$2,000,” he says. “But I wasn’t discouraged. Instead, that experience fueled me. It forced me to sharpen my approach, double down on learning what I needed to learn, and commit fully to building something sustainable—I saw that real estate is a long-term business built on credibility, consistency, and patience.”

Now living in La Grange Park, Zach values the opportunity to serve



person who brings clarity, confidence, and calm to that process is incredibly fulfilling, especially when those clients become long-term relationships.”

Family plays a central role in how Zach defines balance and success. He and his wife, Chrissy, are raising their daughter, Olivia, alongside a lively household of pets. Much of his downtime revolves around cooking and

driven business while expanding his own portfolio and helping others do the same with clarity and confidence.

“Success is having control over my time, my growth, and my impact,” he says. “It’s about building something rooted in trust and consistency, maintaining balance with family and community, and knowing I built it the right way.”

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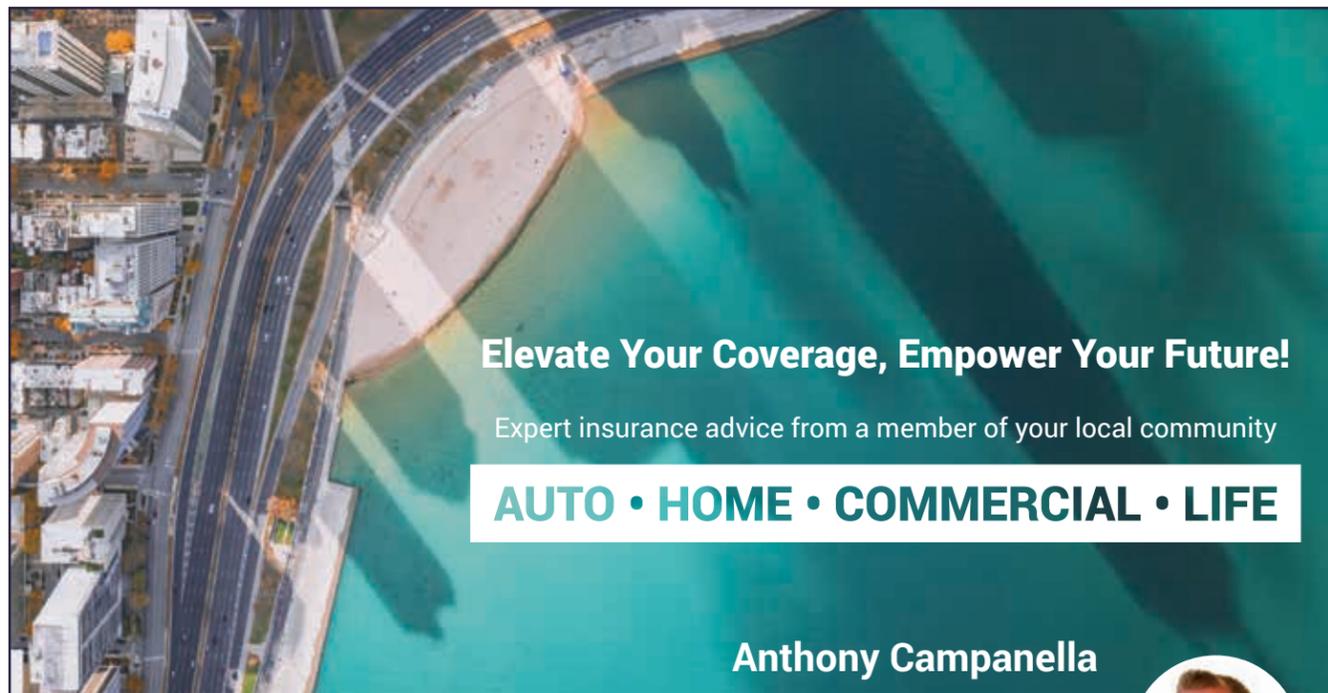
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2026

After years of volatility, Chicago's economy is finally settling into something predictable.

“Not too hot, not too cold, just right,” is how Thomas Walstrum, an economist at the Federal Reserve Bank of Chicago, described the S&P's Global GDP forecast when he spoke at a local event hosted by Mainstreet REALTORS® on January 14, 2026. He said that despite the headlines, the economy in 2025 was actually boring—in a good way—and that he expects 2026 to be a decent year for the economy.

According to data shared at the event, on a national level the economy has settled into a steady, normal pace of growth—interest rates are leveling off and experts are not seeing the signals that would indicate a recession.

That is generally good news for Chicagoland, Walstrum said, because the region's economy is closely tied to the broader US economy. At the same time, the US economy continues to grow faster than that of the Chicago metro area, which includes the city and its surrounding suburbs.

Walstrum listed a few reasons for that but highlighted “The two big ones are our industry mix and our climate,” he said.

The weather, particularly during the pandemic, pulled people from Chicagoland to the southern and western parts of the country—a trend that some local real estate professionals say is beginning to reverse.

“More people are moving back to Chicagoland after long periods of time away,” said Jason Hinsley, designated managing broker with RE/MAX Metropolitan. “This seems to be driven largely by high homeowners insurance costs in other states.”

US employment is expected to grow 0.7 percent over the next 4 quarters. Employment in the Chicagoland region is also expected to grow, though at a slower, more sustainable pace: 0.5 percent.

“I've been talking about Chicago being slow growth [in terms of the economy], but Chicago actually has a very strong economy in terms of both its size and earnings,” Walstrum said. “Unemployment has been coming up, but not in a recessionary way... Chicago still has a very healthy labor market.”

Local REALTORS® echoed that “cautious but steady” outlook as they reflected on 2025 and looked ahead to 2026.

“As I reflect on 2025, what stood out to me was that the market was still fast-paced, and sellers continued to have the advantage even though buyers were more cautious than in past years,” said Michelle Mauntel-Mac Donald, a REALTOR® with Keller Williams Premiere Properties.

“If rates happen to dip, I believe the market may pick up quickly

and prices will rise again,” said Stacy Beeson, a REALTOR® with Coldwell Banker Real Estate Group in Shorewood. “It will be interesting to see what the next year brings.”

Income in Chicago is also expected to grow over the next four quarters. That expectation, combined with the fact that home prices in the region have not increased as quickly as they have in other major metro areas, has made Chicago one of the more affordable large cities in the country.

Walstrum concluded by sharing that even though Chicago's economic growth is forecasted to be slightly lower than the US as a whole, that is not necessarily a bad thing because it means increases in cost of living will be slower to rise.

About the Author:

Amy Robey is Vice President of Marketing & Communications for Mainstreet Organization of REALTORS®. Mainstreet Organization of REALTORS® is a professional membership association located in Downers Grove, IL that serves more than 20,000 REALTORS® in DuPage, Lake, and Western and Southern Suburban Cook County. Mainstreet is the largest local REALTOR® member organization in Illinois and the seventh largest in the nation.

ECONOMIC OUTLOOK



BY AMY ROBEY



Katherin FRANKOVIC

with KDE Photography Inc.

Where Craft Meets Curiosity

PHOTOS BY KDE PHOTOGRAPHY

People often first meet Katherin Frankovic through her work: the crisp images, thoughtful compositions, and photographs that make a space feel alive before anyone ever steps through the door. But many don't realize that everything behind the lens is the work of someone who has spent a lifetime studying light, structure, and story, driven by a deep respect for her craft.

Katherin is the owner and photographer behind KDE Photography Inc., a business

she has built over the last eighteen years with intention, consistency, and a commitment to quality. Long before real estate photography became an industry shaped by speed and automation, Katherin learned the fundamentals: how to frame a space honestly, how to guide the eye, and how to tell a visual story without exaggeration. Today, those principles and fundamentals matter more than ever.

Katherin is embracing innovation while remaining grounded in ethics as technology continues to change photography. Tools like virtual staging, 3D floor plans, and video renderings can elevate a listing when used responsibly,



she believes, but they should never be misleading. "It's important to continue using these tools ethically," she notes. "So that clients always know exactly what they're seeing." Staying current while protecting trust and integrity has become one of the defining values of her business.

Though KDE Photography is a solo operation, Katherin doesn't see that as a limitation. As a solopreneur she remains deeply hands-on, collaborating closely with REALTORS® to tailor visuals for each property and each brand. Katherin has been working with *DuPage Real Producers* since its inception seven years ago, providing dynamic marketing photos for many featured REALTORS® and preferred partners during that time. Looking ahead, she plans to work with more independent contractors to expand her video offerings and introduce new marketing concepts—growth that is intentional, flexible, and aligned with her standards.

That mindset traces back to a philosophy she has carried for years, one she learned from Pulitzer Prize winning photojournalist John H. White. "Good, better, best. Never let it rest until your good is better and your better best." It is a principle that shapes how she approaches every shoot and every client relationship. She is constantly refining her work,

“ Staying on top of new technologies and ideas is important, but so is maintaining the integrity of my work.”

not for perfection's sake, but to give her clients the strongest possible tools to represent their listings and themselves.

For the REALTORS® she works with, Katherin's support goes well beyond listing photos. Her wide range of skills include creating amazing marketing and personal branding images for REALTORS® and other commercial clients, as well as professional photography and videography for client events. These assets are designed to build long-term visibility, not just short-term attention. Her goal is always the same: to help agents present their work with clarity, professionalism, and confidence.

In the next three to five years, Katherin hopes KDE Photography will be widely recognized as the go-to resource for





Katherin with her family.

real estate, architectural, and lifestyle photography throughout DuPage County. At the same time, her new role as an educator has become an important new chapter. Recently hired to teach architectural photography and photojournalism at the College of DuPage, she is excited to share her technical skills and industry insight with the next generation of photographers.

Outside of work, Katherin's life is rooted in family and the outdoors. She and her partner, Michael, stay busy with their children, Evan and Avery. They spend as much time as possible traveling, camping in their RV, and exploring nature. Horseback riding, kayaking, hiking, and biking are regular parts of their family rhythm—time spent together, unplugged and fully present.

When she is not on a shoot, in the classroom, or spending time in nature with her family, you'll often find Katherin gardening, hunting for eclectic vintage décor, or listening to music—few know she has an extensive vintage vinyl collection. This self-described architecture and vintage enthusiast says she could talk about architecture, especially brutalist and mid-century design; gardening, and music, and horses all day.

Success, for Katherin, looks different than it once did. Today, it is defined by long-term relationships, continued learning, and keeping photography relevant in an industry increasingly shaped by AI. "Staying on top of new technologies and ideas is important, but so is maintaining the integrity of my work," she says.

That perspective has been with her since childhood. Katherin has been a photographer since she was six years old, even helping her mother take photos when she worked as a real estate agent in the 1980s. For Katherin, photography is a lifelong passion that has only evolved.

Her advice to her students and those early in their career focuses on the joy and dedication that's so clear in Katherin's work and manner: "Stay a lifelong student. There is always something new to learn. There is always more to see," she says. For Katherin, that curiosity is what keeps her work meaningful, her relationships strong, and her camera in constant motion.

Because at its best, photography is about so much more than simply documenting spaces and people; it is about capturing the authentic personality of a subject and translating its unique spirit and essence to the viewer.

¹ This quote is often attributed to Saint Jerome.

Katherin is ready to collaborate with you to elevate your listings and strengthen your personal branding. To ensure your marketing is peak-season ready before the spring market arrives, contact her today by calling or texting 630-244-9959, emailing kdephotographyinc@gmail.com, or visiting www.kdephotography.com.

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Julie Schwager

Experience Counts

BY LAUREN YOUNG
PHOTOS BY STYLES MEDIA



“Success is never by chance,” says Wheaton-based REALTOR® Julie Schwager. “Exceeding client expectations is our top priority.”

Over the last fourteen years, Julie has funneled her valuable experience into the high-producing Schwager Group. Focusing on intentional service and high-touch engagement, Julie’s team has closed nearly half a billion dollars in career sales,¹ and their success has little to do with luck.

Julie, who is originally from Connecticut, is married to her high school sweetheart, Michael Schwager. Over the years, the couple relocated a few times before making Chicagoland their permanent home.

“A job change resulted in a move to St. Louis, where we lived for a brief time before moving back to Connecticut,” Julie recalls. “Eleven years later, in 2008, a job opportunity for my husband brought us back to the Midwest. We’ve lived in Wheaton ever since.”

Before entering real estate, Julie built a professional foundation through her career as a licensed property and casualty insurance agent focusing on property valuation and risk management. That background sharpened her analytical skills and gave her a deep understanding of how value, pricing, and protection intersect.

“My career in insurance allowed me to work my dream job,” says Julie. “As a REALTOR®, I’m able to blend my valuation background with my love for real estate and interior design.”

Julie’s ability to connect with and advise people allows her to guide her clients through complex decisions with clarity and confidence. She launched her real estate career in 2012, then



“We are proud and honored to serve our clients with exceptional service, strategic marketing and pricing, and results that exceed market trends.”

Photo credit: Erin Konrath

later founded her own team with established REALTOR® Steph Neiss and with Miriam Coolidge, a licensed broker but whose work with the Schwager Group focuses on her expertise as a professional home stager. Together, the team focuses on strategic pricing, thoughtful presentation, and meeting the ever-changing demands of every client in all market conditions.

“Our main goal is to exceed our clients’ expectations,” Julie says. “So much so, we state it in our tagline. We are proud and honored to serve our clients with exceptional service, strategic marketing and pricing, and results that exceed market trends.”



Julie with Steph Neiss.

The partnership between best friends Julie and Steph has augmented both their careers. They initially met while working at Baird & Warner and finally teamed up in 2018. Steph’s background as a high school teacher is evident while educating clients through real estate processes and caring for them along the way.

“Steph is incredibly talented and shares the same values I do,” Julie says. “She enjoys working with her clients and assisting them through one of life’s most important decisions.”

Rather than approaching transactions as one-time events, the team focuses on delivering above-and-beyond service at every stage of the process. Julie’s exceptional service mindset is evident from the very first moment she meets with a potential client, and her dedication continues from the listing, to negotiations, to open houses, to the closing table. That means Julie and her team must stay engaged and energized from beginning to end.

But for Julie, that level of service is simply a given. “I serve my clients. Not being motivated is not an option,” she says. “You never get a second chance to make a first impression. Hard work, consistency, and tenacity are mandatory.”

Beyond her work with clients, Julie remains deeply connected to her community. She supports Love Your Neighbor, an organization dedicated to helping women and children transitioning out of shelters, as well as families emerging from homelessness. Her involvement reflects her belief that service must extend beyond business and into meaningful community impact.

Family remains central to Julie’s life. She enjoys traveling back to Cape Cod where she spent many childhood summers—it’s a tradition she still shares with her adult children, Quinn and Tess. At home, Julie finds joy in cooking, gardening, antique shopping, and exploring Wheaton’s vibrant downtown, but especially her favorite spot, Wheaton’s French Market.

Looking ahead, Julie remains focused on continuing what has worked while adapting to new trends in the industry. She sees real estate as both a profession and a platform for lifelong friendships, personal growth, and consistent service.

“Being a REALTOR® is more than just a job,” she says, speaking to the intangible yet core aspects of the work. “To me, every real estate transaction is a significant life experience for my clients that I have the privilege to be a part of.”

¹ As of date of publication, reference documentation citing and verifying ranking are internal to @properties | Christie’s International Real Estate and not available to the public.



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TOP 150 STANDINGS

Teams and Individuals from January 1, 2026 to January 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Lance	Kammes	4	\$2,538,000	5	\$2,464,000	9	\$5,002,000
2	Kim	Preusch	3	\$2,540,000	1	\$1,920,000	4	\$4,460,000
3	Nicholas	Solano	9	\$4,402,441	0	\$0	9	\$4,402,441
4	Tim	Schiller	5	\$2,999,000	3	\$1,179,000	8	\$4,178,000
5	Ginny	Stewart	1	\$4,049,250	0	\$0	1	\$4,049,250
6	Rafael	Murillo	0	\$0	1	\$4,049,250	1	\$4,049,250
7	Stephanie	Weiss	0	\$0	1	\$3,869,000	1	\$3,869,000
8	Bridget	Salela	1	\$3,869,000	0	\$0	1	\$3,869,000
9	Denis	Horgan	1	\$1,614,500	2	\$2,204,000	3	\$3,818,500
10	Lauren	Walz	1	\$3,750,000	0	\$0	1	\$3,750,000
11	Susan	Cook	0	\$0	1	\$3,750,000	1	\$3,750,000
12	Chris	Pequet	2	\$3,450,000	0	\$0	2	\$3,450,000
13	Sairavi	Suribhotla	2	\$2,115,500	1	\$903,000	3	\$3,018,500
14	William	White	2	\$1,556,500	2	\$1,445,000	4	\$3,001,500
15	Beth	Burt	2	\$2,795,000	0	\$0	2	\$2,795,000
16	Bryan	Bomba	1	\$1,475,000	2	\$1,304,000	3	\$2,779,000
17	Pat	Murray	2	\$1,996,500	2	\$780,000	4	\$2,776,500
18	Joseph	Champagne	1	\$2,050,000	1	\$700,000	2	\$2,750,000
19	Christine	Wilczek	3	\$1,752,500	2	\$935,000	5	\$2,687,500
20	Daynae	Gaudio	5	\$2,534,950	0	\$0	5	\$2,534,950
21	Lina	Shah	2	\$2,520,000	0	\$0	2	\$2,520,000
22	Linda	Feinstein	2	\$2,088,772	1	\$375,000	3	\$2,463,772
23	Brett	McIntyre	1	\$1,960,000	1	\$435,100	2	\$2,395,100
24	Amy	Duong	1	\$600,000	3	\$1,785,000	4	\$2,385,000
25	Maureen	Rooney	0	\$0	2	\$2,369,000	2	\$2,369,000
26	Elaine	Pagels	3	\$2,364,900	0	\$0	3	\$2,364,900
27	Jaeh	Korwitts	1	\$950,000	1	\$1,400,000	2	\$2,350,000
28	Steffanie	Ernst	1	\$1,475,000	1	\$863,550	2	\$2,338,550
29	Nayibe	Garces	4	\$2,283,500	0	\$0	4	\$2,283,500
30	Sarah	Leonard	2	\$1,229,500	2	\$975,000	4	\$2,204,500
31	Michael	Muisenga	1	\$771,000	2	\$1,356,000	3	\$2,127,000
32	Michael	LaFido	2	\$2,115,000	0	\$0	2	\$2,115,000
33	Stephen	Zidek	5	\$2,104,555	0	\$0	5	\$2,104,555
34	Sharad	Choudhary	0	\$0	6	\$2,076,259	6	\$2,076,259

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jennifer	Drohan	4	\$2,075,000	0	\$0	4	\$2,075,000
36	Rick	O'Halloran	3	\$2,069,000	0	\$0	3	\$2,069,000
37	Marvin	Vestuto	1	\$1,025,000	1	\$1,025,000	2	\$2,050,000
38	Deb	Ritter	1	\$1,949,220	0	\$0	1	\$1,949,220
39	Katie	Minott	1	\$1,920,000	0	\$0	1	\$1,920,000
40	Luljeta	Bajraktari	1	\$950,000	1	\$950,000	2	\$1,900,000
41	Megan	McCleary	0	\$0	1	\$1,900,000	1	\$1,900,000
42	Jill	Petranek	1	\$665,000	1	\$1,225,000	2	\$1,890,000
43	Ben	Lalez	1	\$1,025,000	1	\$815,000	2	\$1,840,000
44	Ondrea	Weikum-Grill	1	\$1,400,000	1	\$430,000	2	\$1,830,000
45	Nathan	Stillwell	1	\$725,000	2	\$1,085,000	3	\$1,810,000
46	Jeffrey	Proctor	1	\$1,290,000	1	\$465,000	2	\$1,755,000
47	Wendy	Pawlak	1	\$460,000	3	\$1,295,000	4	\$1,755,000
48	Ann	Pancotto	1	\$870,000	1	\$870,000	2	\$1,740,000
49	Cindy	Banks	3	\$1,069,400	2	\$660,000	5	\$1,729,400
50	Dan	Stivers	1	\$950,000	1	\$750,000	2	\$1,700,000

Disclaimer: Information is pulled directly from MRED, LLC and reflects production within DuPage County. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. DuPage Real Producers and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.

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Cris Cunningham



Why Video Will Define Real Estate Marketing in 2026

In 2026, the most successful real estate 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 content transforms listings into experiences, agents into brands, and transactions into narratives.

One of the biggest shifts in 2026 is the move from generic listing videos to intentional storytelling. Cinematic visuals, authentic testimonials, and behind-the-scenes moments are outperforming traditional marketing because they create emotional resonance—not just awareness.

Impact also means longevity. A single well-crafted brand film can influence perception for years, while short-form reels drive daily engagement across social platforms. Together, they create a layered strategy that amplifies visibility, credibility, and conversion.

In a world where everyone can create content, impact is no longer about having more video—it's about having the right video.

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2026 to January 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kerry	Turgeon	0	\$0	1	\$1,650,000	1	\$1,650,000
52	Lisa	Read	1	\$1,650,000	0	\$0	1	\$1,650,000
53	Kishorekumar	Yara	1	\$823,000	1	\$823,000	2	\$1,646,000
54	Brendan	O'Donnell	0	\$0	1	\$1,630,000	1	\$1,630,000
55	Dawn	Grana	0	\$0	1	\$1,614,500	1	\$1,614,500
56	Simran	Dua	1	\$630,000	1	\$975,000	2	\$1,605,000
57	Vipin	Gulati	0	\$0	2	\$1,603,000	2	\$1,603,000
58	Kim	Moustis	2	\$794,900	1	\$799,000	3	\$1,593,900
59	Stephanie	Miller	0	\$0	1	\$1,590,000	1	\$1,590,000
60	Mei-Jane	Cheng	0	\$0	1	\$1,550,000	1	\$1,550,000
61	Melissa	Montanye	1	\$1,550,000	0	\$0	1	\$1,550,000
62	Lisa	McNally	1	\$1,525,000	0	\$0	1	\$1,525,000
63	Bill	Hoekstra	1	\$805,000	1	\$706,500	2	\$1,511,500
64	Joe	Cirafici	1	\$825,000	1	\$675,000	2	\$1,500,000
65	Alice	Chin	1	\$1,201,000	1	\$287,000	2	\$1,488,000
66	Kelly	Muisenga	0	\$0	1	\$1,475,000	1	\$1,475,000
67	Paul	Siebert	0	\$0	1	\$1,475,000	1	\$1,475,000
68	Diane	Coyle	3	\$1,474,000	0	\$0	3	\$1,474,000
69	Juliet	Mills-Holubowicz	0	\$0	1	\$1,472,000	1	\$1,472,000
70	Mike	Loewer	1	\$825,000	1	\$645,000	2	\$1,470,000
71	Charles	McCann	2	\$1,470,000	0	\$0	2	\$1,470,000
72	Kimberly	Brown-Lewis	2	\$544,000	2	\$911,000	4	\$1,455,000
73	Bernadeta	Majerczak-Ligas	2	\$1,453,590	0	\$0	2	\$1,453,590
74	Ginny	Leamy	1	\$290,000	2	\$1,162,000	3	\$1,452,000
75	Margaret	Schmidt	1	\$405,000	1	\$1,025,000	2	\$1,430,000
76	Gayle	Mullins	1	\$775,000	1	\$650,000	2	\$1,425,000
77	Ryan	Liang	0	\$0	1	\$1,415,272	1	\$1,415,272
78	Sang	Han	0	\$0	1	\$1,400,000	1	\$1,400,000
79	Gina	Pekofske	0	\$0	1	\$1,400,000	1	\$1,400,000
80	Maureen	Hale	1	\$375,000	1	\$1,025,000	2	\$1,400,000
81	Kelley	Schmidt	2	\$613,500	2	\$767,500	4	\$1,381,000
82	Jennifer	Wadhwa	1	\$360,000	2	\$1,020,000	3	\$1,380,000
83	Maureen	McCarthy	1	\$1,325,000	0	\$0	1	\$1,325,000
84	Stacey	Harvey	0	\$0	1	\$1,325,000	1	\$1,325,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Beverly	Lannon	2	\$1,318,000	0	\$0	2	\$1,318,000
86	Michelle	Ward	1	\$1,300,000	0	\$0	1	\$1,300,000
87	Jakub	Klimek	0	\$0	1	\$1,300,000	1	\$1,300,000
88	Margaret	Peterson	1	\$863,550	1	\$435,000	2	\$1,298,550
89	Emily	Wong	0	\$0	1	\$1,290,000	1	\$1,290,000
90	Jamie	Lemmons-Svoboda	2	\$1,284,000	0	\$0	2	\$1,284,000
91	Blake	Morgan	1	\$350,000	2	\$928,500	3	\$1,278,500
92	Mike	Berg	0	\$0	2	\$1,275,250	2	\$1,275,250
93	Christopher	Paradis	1	\$387,500	2	\$885,000	3	\$1,272,500
94	Devayani	Pandav	0	\$0	2	\$1,271,000	2	\$1,271,000
95	Carolyn	Alzueta	1	\$1,255,000	0	\$0	1	\$1,255,000
96	Margaret	Smego	0	\$0	1	\$1,255,000	1	\$1,255,000
97	Jennifer	Iaccino	1	\$585,000	1	\$665,000	2	\$1,250,000
98	Nicole	Fabiano	1	\$1,225,000	0	\$0	1	\$1,225,000
99	Tyler	Dameron	1	\$1,224,900	0	\$0	1	\$1,224,900
100	Rebecca	Haltman	0	\$0	1	\$1,201,000	1	\$1,201,000

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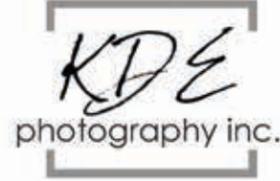
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TOP 150 STANDINGS

Teams and Individuals from January 1, 2026 to January 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Pamela	Mack	2	\$788,000	1	\$413,000	3	\$1,201,000
102	Patty	Wardlow	1	\$650,000	1	\$545,000	2	\$1,195,000
103	Tanu	Singh	1	\$693,500	1	\$489,990	2	\$1,183,490
104	Kelly	Stetler	1	\$480,000	1	\$695,000	2	\$1,175,000
105	Justina	Bekstas	1	\$1,167,500	0	\$0	1	\$1,167,500
106	Carrie	Bowen	0	\$0	1	\$1,167,500	1	\$1,167,500
107	Brandon	Loncar	1	\$1,160,000	0	\$0	1	\$1,160,000
108	Hui	Li	0	\$0	1	\$1,160,000	1	\$1,160,000
109	Cindy	Purdom	1	\$429,900	2	\$715,000	3	\$1,144,900
110	Linsey	Scanlan	1	\$820,000	1	\$321,000	2	\$1,141,000
111	Lisa	Byrne	1	\$1,135,000	0	\$0	1	\$1,135,000
112	Mike	McCatty	1	\$459,000	1	\$669,000	2	\$1,128,000
113	Craig	Doherty	1	\$475,000	2	\$652,000	3	\$1,127,000
114	Jean	Hoyle	1	\$310,000	1	\$770,000	2	\$1,080,000
115	Darlene	Campione	1	\$535,000	1	\$535,000	2	\$1,070,000
116	Dave	Blum	1	\$470,000	1	\$571,250	2	\$1,041,250
117	Nathan	Brown	2	\$1,040,000	0	\$0	2	\$1,040,000
118	Keith	McMahon	0	\$0	1	\$1,030,000	1	\$1,030,000
119	Penny	O'Brien	1	\$1,030,000	0	\$0	1	\$1,030,000
120	Jacob	Wirtz	1	\$1,025,000	0	\$0	1	\$1,025,000
121	Ivan	Santos	3	\$1,015,000	0	\$0	3	\$1,015,000
122	Maureen	Flavin	0	\$0	2	\$1,014,990	2	\$1,014,990
123	Kathleen	Nettleton	0	\$0	2	\$988,000	2	\$988,000
124	Carol	Gavalick	1	\$530,000	1	\$455,000	2	\$985,000
125	Matthew	Smith	0	\$0	1	\$979,500	1	\$979,500
126	Paul	Hanft	1	\$979,500	0	\$0	1	\$979,500
127	Milton	Payton	1	\$975,000	0	\$0	1	\$975,000
128	Linda	Little	2	\$969,980	0	\$0	2	\$969,980
129	Maurice	Johnson	0	\$0	1	\$964,500	1	\$964,500
130	Slav	Polinski	2	\$960,000	0	\$0	2	\$960,000
131	Terri	Swiderski	0	\$0	1	\$951,000	1	\$951,000
132	Troy	Cooper	1	\$951,000	0	\$0	1	\$951,000
133	Briana	Murray	0	\$0	1	\$950,000	1	\$950,000
134	Matthew	Johnston	0	\$0	1	\$950,000	1	\$950,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Shay	Thakkar	0	\$0	2	\$945,000	2	\$945,000
136	Karen	Lynch	1	\$275,000	1	\$655,000	2	\$930,000
137	Mary Beth	Ryan	0	\$0	1	\$930,000	1	\$930,000
138	Cathy	Balice	1	\$925,000	0	\$0	1	\$925,000
139	JimB.	Buczynski	0	\$0	1	\$925,000	1	\$925,000
140	Linda	DiBenardo	1	\$920,250	0	\$0	1	\$920,250
141	David	Stob	0	\$0	2	\$910,000	2	\$910,000
142	Christopher	Prokopiak	0	\$0	2	\$905,000	2	\$905,000
143	Joan	Walters	1	\$900,000	0	\$0	1	\$900,000
144	Michael	Thornton	0	\$0	1	\$900,000	1	\$900,000
145	Jude	Costanzo	0	\$0	1	\$895,000	1	\$895,000
146	Dorota	Krajewska	0	\$0	1	\$880,000	1	\$880,000
147	Ingrid	Dillon	1	\$877,500	0	\$0	1	\$877,500
148	Marta	Lazic	0	\$0	1	\$877,500	1	\$877,500
149	Neil	Verhagen	1	\$216,000	1	\$657,000	2	\$873,000
150	Cory	Jones	0	\$0	1	\$868,000	1	\$868,000

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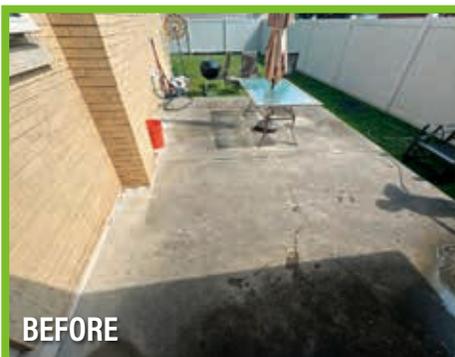
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