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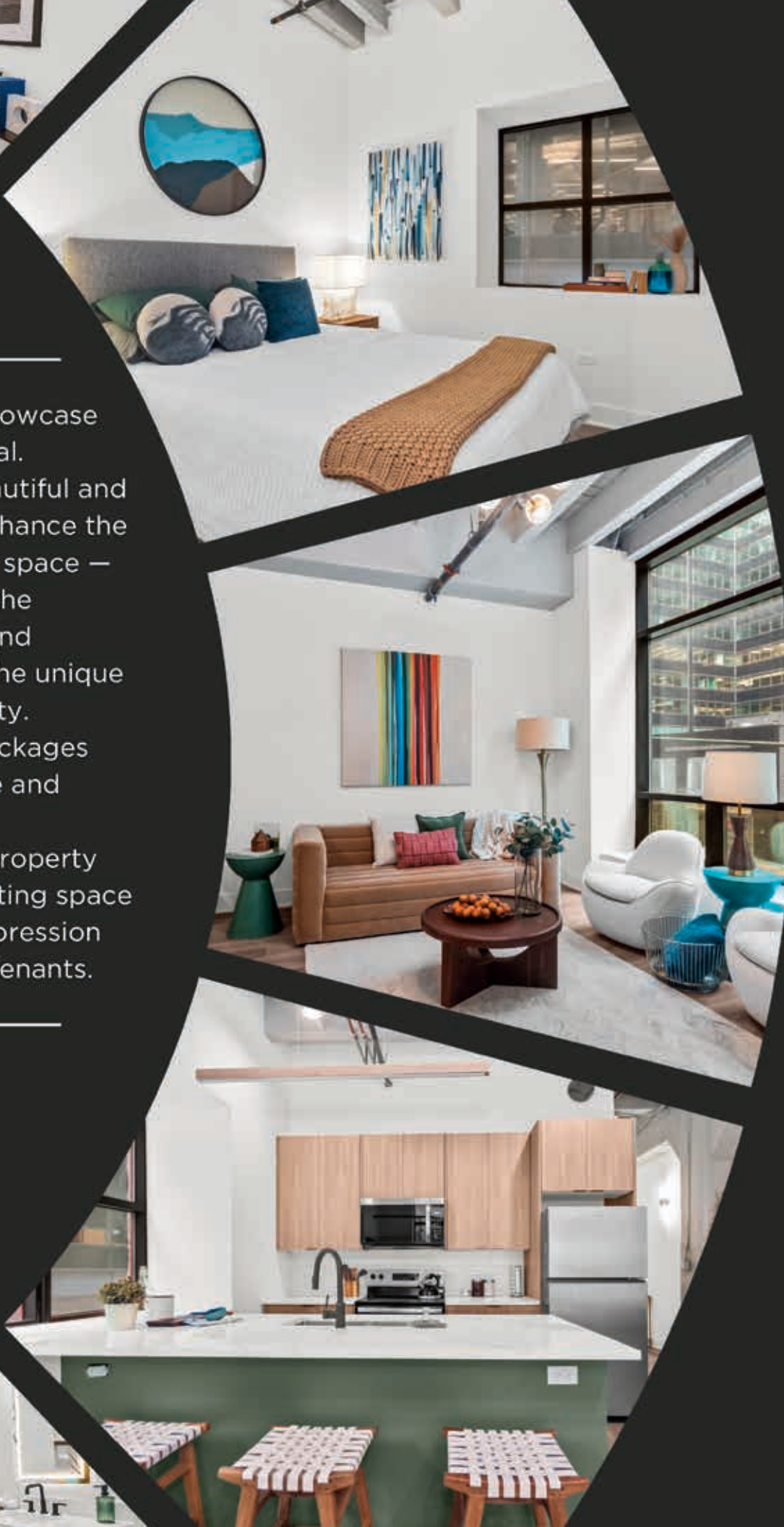
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On the year that has been
What losses weren't losses
And what wins that weren't wins

So if you have a home, and loved ones
And friends you keep close
Then you have everything you need
Keep getting in a good dose

Because each holiday season
Washes out all the fluff
Reminding us that plenty
Is often more than enough

If you missed this year's goal
Or goals, even just by a bit
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Familiar Faces. New Conversations.

After nine years of *Chicago Real Producers* events, you might think you know everyone in the room.

Then you show up and realize you don't.

That's one of my favorite things about this community. There are familiar faces to catch up with, but always someone new to meet, a conversation

you haven't had, or a relationship that hasn't been built yet. Last month's fall event at WhirlyBall in Bucktown was another reminder of that. Agents and partners stepped away from business for an afternoon to compete, connect, and have some fun together.

As the year winds down, keep investing in the relationships you've built. Sometimes one conversation is all it takes to open a new door. Stay tuned for event photos in our December issue and details on what's ahead for 2027.



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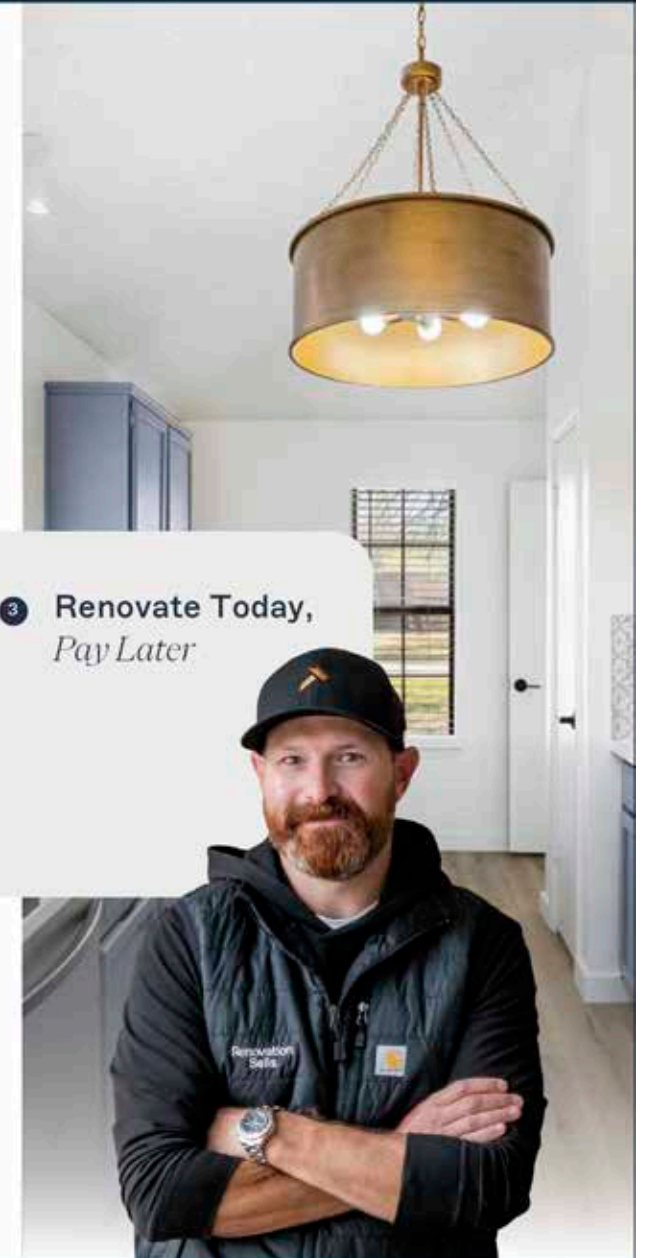
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Peter Green

THE JOY OF BECOMING

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.



Peter Green grew up in a house built in 1879. There was always something to fix or work on, but house projects didn't stop there. His parents renovated older homes, developed new ones, and owned investment properties, which gave Peter a front-row seat into the world of real estate.

So real estate was simply part of family life and conversations about homes, renovations, and development were commonplace. Peter's late mother was also a REALTOR®, his father spent much of his adult life investing in property, and REALTOR® Kevin Wood, whom Peter describes as “a real estate titan,” was his mother's lifelong best friend.

Peter went on to attend American University in Washington, D.C., and appreciated how much living in that city taught him independence and exposed him to a diverse urban environment. After earning a bachelor of science in business administration with dual concentrations in finance and management, Peter came back to Chicago and accepted a position as a commercial credit analyst at MB Financial Bank, now Fifth Third Bank. But after a brief time in banking, he knew that real estate was where he wanted to be. He entered the business in 2015 and has not looked back.

Because he started out young, rentals became his proving ground. Peter spent countless hours showing apartments, building a database of clients, and learning Chicago neighborhood by neighborhood and block by block. He developed an instinct for the city's streets and transit systems, and for grasping the subtle details that make each neighborhood unique. More importantly, he learned how to build relationships.

“It was a long stretch of time renting apartments to clients, but it paid off when they started to purchase homes, resell those homes, and then refer me to their friends and family,” Peter says. “It was a great training ground, and was well worth the investment in my time, energy, and dedication.”

Entering the business also gave Peter the opportunity to learn from people he had admired for years. Namely Kevin Wood, who built one of Chicago's premier luxury new-construction real estate businesses. She became someone he would continue learning from as he built his own career. Peter has also looked to REALTORS® Randy McGhee, Greg Desmond, Jan Smith, and Alley Ballard as mentors, studying the different ways each built businesses rooted in relationships, creativity, and trust. Their combined influence helped shaped the way he approaches real estate today.

For Peter, watching the city grow and neighborhoods transform has been an exciting part of the job. For example, he remembers Logan Square before it became one of the city's most sought-after neighborhoods and has enjoyed seeing new businesses, transit improvements, and new construction development reshape the area. As much as Peter enjoys watching neighborhoods evolve, what brings him the most joy are the people that he works with.

“I love seeing people grow into their lives. So many clients started with me when they were single, then found a partner and got married, and are now starting families. It's so much fun to see how peoples' lives develop, their families grow, and their careers take form,” Peter says. “I love that I get to see it all!”

Peter already has his eye on what's next. As he continues to grow his business, he looks to renovate interesting properties, invest in multi-unit buildings, and eventually move into development. Those goals feel like a natural extension of the world he grew up in and the work he has always loved.

“I LOVE SEEING PEOPLE GROW INTO THEIR LIVES.”



When asked what success means to him, Peter says, “I feel so fortunate that I love what I do and that I get to do it for a living, not just as a hobby. I love meeting

new people, solving problems, and being my own boss. All of these contribute to my idea of success.”

Kevin remains one of the people closest to him. Not only do they work together at the Kevin Wood Group, but Peter considers her his “non-biological mom.” It’s fun to work together because we bounce ideas off each other and have a great group of mutual friends!

Recently, Peter and his brother, Andrew, bought an investment property in southwest Michigan. They did a gut renovation and now manage the property together. Peter also enjoys skiing, hiking, biking, traveling, cooking, and he has been fascinated by cars since he was a kid. Also, he currently serves on the @gives back board as the organization’s secretary.

While Peter feels invigorated by the idea of a home renovation project, nothing makes him happier than being an integral part of

his clients’ lives and the changes that come through their connection. Today, more than a decade into his career, he still finds the same joy in seeing what comes next. ▀

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Jonathan Aburto

The Power of Possibility

BY LAUREN YOUNG
PHOTOS BY SONYA MARTIN

“I had to stay optimistic and remember that all the hard work would eventually pay off,” says REALTOR® Jonathan Aburto, reflecting on his tough first years in real estate. “I want people to know the challenges I’ve overcome and see that anything is possible.”

Hopeful positivity carried him through the hard circumstances and adversity that required him to grow up quickly. Born in Mexico City, Jonathan moved to the United States at age five with his family. When his parents eventually separated, he had to step up and take on greater responsibility at home and help his mother raise his younger brother, Yahir, who is twelve years his junior.

“My parents’ separation undoubtedly shaped me into the person I am today,” Jonathan says. “My mother is an inspiration to me. She raised my brother and me alone and is the strongest and most resilient person I know.”

Her example shaped Jonathan’s work ethic as he began to find his own professional direction. Before real estate, he worked in a rehabilitation facility, caring for patients with traumatic brain injuries. While attending college to pursue a career in education, he worked as a teacher’s assistant for underserved bilingual students until unexpected circumstances had him re-thinking his future.

“When COVID broke out, I realized teaching wasn’t the right career for me,” he says. “Teachers go above and beyond to support their students, but it’s challenging to educate them effectively if they don’t have a strong support system at home.”

Instead of teaching students, he realized he could help buyers understand home ownership and the financial possibilities connected to real estate. Jonathan earned his license and embarked on his new career in 2020.

“I wanted to educate my Latino community on how to build wealth through real estate,” he explains.

Entering the industry during a period of tremendous societal and market uncertainty meant having to build confidence while learning to navigate the unique circumstances and goals of every buyer and seller.

“The most rewarding part of my business is helping clients, each with their own unique situation, achieve their real estate goals,” he says. “Building relationships and following up help you succeed in this industry, and I would encourage everyone to be a good person.”

“For me, the key to remaining motivated is staying consistent and sticking to a routine,” he adds.

As Jonathan’s business matures, his client relationships have become increasingly important. He naturally enjoys being around a diverse mix of people, a trait that helps him look beyond the immediate transaction. Today, he is becoming more intentional about where and how he spends his energy and time, concentrating on relationships that can continue long after a closing rather than on measuring his work solely on the next deal.

“Right now, I’m passionate about being more intentional with my time and focusing on building long-lasting relationships,” Jonathan says. “I’m a very curious person who enjoys meeting new people and listening to their stories.”

Outside of the office, Jonathan interests change with the seasons and include boxing, snowboarding, and rock climbing. He remains close with Yahir and they share a love of staying active, often running or working out together.

“My favorite thing to do is bike to the lake to watch the sunrise or sunset. My favorite way to relax is by being near a body of water,” says Jonathan, who shares his home with Tella, his ten-year-old pitbull.

The financial possibilities and opportunities Jonathan teaches his clients about are also part of the life he is building for himself. He plans to acquire

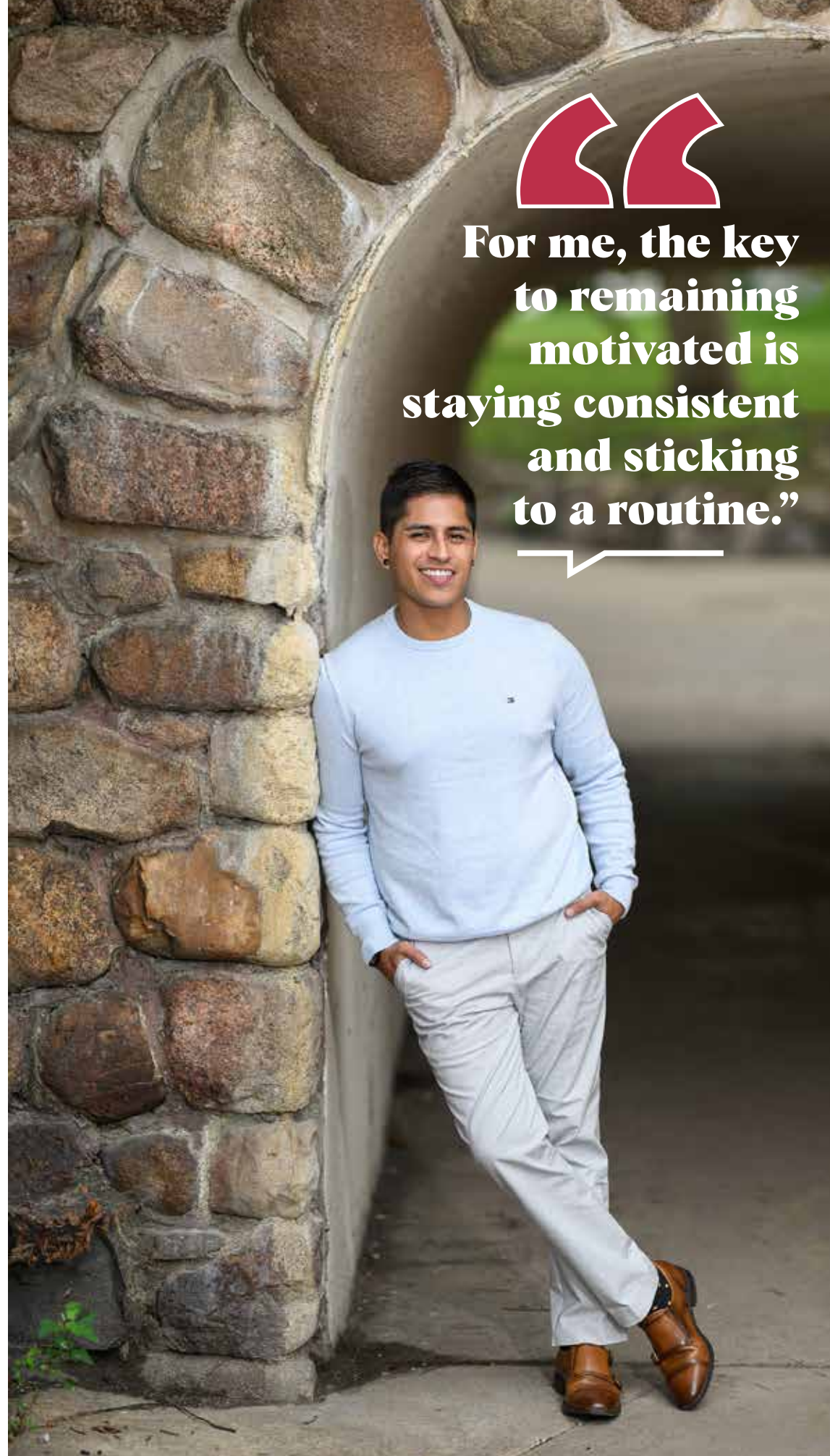


investment properties, and envisions one day trading the pace of the city for something quieter. And he wants to spend more time with his family.

“I plan on building a portfolio that will provide me with financial freedom. I dream of owning a few multi-unit properties and of eventually building a farm where I can retire and spend quality time with my family,” Jonathan says.

The path from Mexico City to real estate in the United States has taught Jonathan to think about progress over the long-term. His early responsibilities gave him perspective; teaching, along with many other things, showed him the value of helping someone understand what is possible; and real estate gave him a place to put those lessons into practice.

As Jonathan’s business grows, his focus remains on becoming a most-trusted resource while creating for himself the same kind of opportunity he wants his clients to recognize is possible for them too. 📌



For me, the key to remaining motivated is staying consistent and sticking to a routine.”

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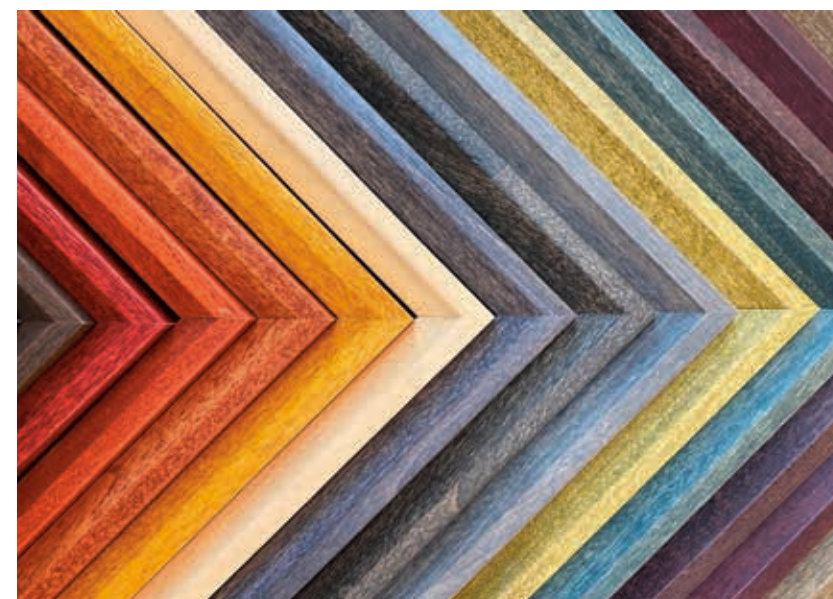


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Mike Greco

FROM MENTEE TO MENTOR

BY LAUREN
YOUNG
PHOTOS
BY SONYA
MARTIN

“Sellers may see headlines about record sales and multiple offers, but I want them to know that we can’t skimp on the prep work,” says broker Mike Greco. “Having a solid come-to-market plan is instrumental and a step not to be skipped.”

When *Chicago Real Producers* featured Mike in 2022, he was six years into a career shaped significantly by CAR® Hall of Fame REALTOR® Millie Rosenbloom. Mike credited his mentor with giving an unproven new broker an opportunity and what he jokingly called a “master’s in real estate.” Four years later, the lessons remain, but Mike has developed an approach that is distinctly his own and driven by the details that drive success.

“Millie gave me my start, and being her right hand those first years is why I got traction,” says Mike. “The difference now is that I’ve built my own playbook.”

Originally from the San Francisco Bay Area, Mike attended Indiana University, where he earned a degree in economics, then moved to Chicago. Initially, Mike launched his career in retail management with Target Corporation. While it fulfilled his need to be around and help people, he found himself desiring a different challenge. In 2016, he earned his license and jumped into real estate full-time at Baird & Warner where he was immediately connected to Millie. Her mentorship set him up for success from the start.

“When I was brand new in the industry, Millie gave me a chance to work with her full-time,” says Mike. “She took a chance on me even though I was unproven. She has been an incredible mentor to me and a close friend.”

Mike’s economics degree, once simply part of his background, now plays a prominent role in how he advises clients. He analyzes comparable sales unit by unit within buildings, studies price per square foot across neighborhoods, and models sellers’ potential net proceeds under different pricing scenarios. His business has evolved too. Once weighted heavily toward renters and buyers, it is now nearly evenly divided between buyers and sellers.

“My work has also gotten deeper: my economics background finally has something to chew on. This market hasn’t rewarded guessing,” he says.

Recent industry changes have pushed Mike to become equally precise about explaining his value. The commission settlement changed conversations around buyer representation, requiring agents to address compensation earlier in the relationship.

“Within the first few [conversations with potential clients] I learned that the discomfort was mine, not theirs,” he says. “Once I started plainly explaining all I do, buyers didn’t push back. Most expressed some version of ‘I had no idea.’”

“If you can’t articulate your value in ninety seconds without getting defensive, you don’t know what your value is,” Mike adds. “I know exactly what mine is now.”

Technology has helped Mike make his high-touch approach more efficient.

He intentionally remains independent, supported by a trusted network that includes a stager, an attorney, an inspector, and a contractor. AI now assists him with aspects of his back-office tasks, primarily prospecting and client relationship management. That additional efficiency gives him more time for the part of the job he believes technology cannot replace: relationships with clients and fellow brokers.

“I still pick up the phone. The other agent on the deal is not an adversary,” Mike advises. “Call them before you write the offer and ask what the seller actually cares about. Half the deals I’ve saved were saved by a five-minute conversation that could have been a hostile email thread.”

“My best outcomes for clients have come from treating the other agent like a colleague,” he continues. “The off-market deals I’ve found in a 30 percent-down inventory market came from relationships, not portals.”

Mike’s definition of success has changed at home, too. In the past year, Mike and his wife, Alison, have welcomed their son, Cameron. The family, along with their Cavapoo, Maverick, lives in the Southport Corridor, one of the neighborhoods Mike serves. He prioritizes breakfast and the hours before Cameron’s bedtime, and is using stronger systems to build his work around that family time. In his free time, Mike loves cheering on the Indiana



“IF YOU CAN’T ARTICULATE YOUR
VALUE IN NINETY SECONDS WITHOUT
GETTING DEFENSIVE, YOU DON’T
KNOW WHAT YOUR VALUE IS...I
KNOW EXACTLY WHAT MINE IS NOW.”



Hoosiers in football and basketball and watching F1 races on Sunday mornings.

“I used to measure my business in growth,” Mike says. “Now I measure it in quality and efficiency.”

A huge boost to his recent business has come through receiving referrals from brokers who are retiring or moving out of state. The confidence these referrals give him has confirmed his choice to focus on detailed analysis and close partnerships.

“When someone who has spent a career building relationships hands you their clients on the way out the door, that’s them saying they trust you with the thing they built,” says Mike. “That means the world to me.”

The next chapter will bring Mike’s story full circle. Five years from now, he still sees himself running a personalized operation with a small, trusted team and a deep book of repeat and referral clients, and becoming a mentor in his own way.

“I don’t want a huge team,” he explains. “For me, a small team is not a steppingstone to something bigger, it’s the destination. The moment you scale past what you can personally oversee, you’re selling a different product.”

“I’m also looking forward to being a resource for the new brokers in my office,” he adds. “I’m fortunate to have ten years under my belt now, and I want to share my experience with the next batch coming up.”

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Sera SOUSLEY

Seeing the Possibilities

BY LAUREN YOUNG
PHOTOS BY SONYA MARTIN

“I tell myself, ‘progress over perfection,’” says REALTOR® Sera Sousley about staying motivated on tough days, “but I don’t always listen.”

Perfection may not always come, but forward progress certainly has. Sera’s curiosity and creativity have carried her through three career changes, and finally to a thriving career in real estate.

“Initially, I wanted to pursue fashion and thought I would end up as a buyer at the corporate level,” Sera explains. “I’m glad that real estate provides me an outlet for design so I can put that creativity to use.”

Sera, who grew up in Elkhart, Indiana, says she adores living on the Third Coast. During her childhood, her family would take Metra’s South Shore Line to visit Chicago’s museum campus.

She moved to the city in 2010, and eventually found an unexpected way to make that childhood connection part of her adult life.

“I always enjoyed going to the Shedd Aquarium with my family,” she says. “I’m now a dive volunteer there!”

Sera’s interest in diving once played a significant role in her professional journey too. After obtaining a degree in family and consumer sciences with a concentration in fashion merchandising from Ball State University, she worked her way up to a store manager position at Kohl’s. Later, she ran a scuba diving nonprofit while earning her degree in environmental sustainability from Roosevelt University.

Of her work experience up to that point, Sera says, “I realized there was a



lot of overlap between my past career experiences and what I could offer as a REALTOR®.”

Her work at Kohl’s honed her customer service skills and taught her benevolence. Helping scuba students prepare for certification taught her how to guide individuals through a process involving unfamiliar terrain, important safety precautions, and understandable stresses. After watching friends navigate their own home purchases and sales, Sera believed her skills applied well to real estate. So in 2018 she earned her license and soon obtained her Green, Accredited Buyer’s Representative, and Short Sales and Foreclosure Resource designations.

Sera continued to approach the profession as a student. In particular, she observed home systems closely during inspections and learned from the professionals surrounding each transaction, building practical knowledge she could apply when helping clients evaluate properties.

“From day one, I’ve been an active listener at inspections and am thankful

for what I’ve learned from my favorite inspector, Luis,” Sera says.

Today she weaves that knowledge with the creativity she first developed through fashion. Sera helps her buyer clients envision how a home could evolve to fit their needs. For sellers, she enjoys bringing the right people together to present their property in its strongest light.

“Working with sellers to get the listing to market in its best possible light is always an adventure,” says Sera. “I enjoy preparing properties and helping my sellers meet their goals.”

“I am honored that my clients choose me to represent them on what is likely their biggest financial sale or purchase—that they see my authenticity and trust me,” she says. Today, this co-founder of CAR®’s Sustainability Committee also serves on the D77 Committee representing the Avondale neighborhood.

Sera’s interest in exploring what’s possible becomes especially apparent when she’s working with investors and house hackers. Sera is renovating

her own property with environmental sustainability in mind, giving her firsthand experience with many of the questions clients encounter, including whether to sell, rent, or first, renovate.

“After finishing the remodel on my current two-flat, I can see myself doing it again in the next five or ten years,” Sera says. “I could talk to buyers about house-hacking all day, and I am passionate about helping clients build wealth through real estate. It’s rewarding to hear about the updates multi-unit owners have made after they bought, or their excitement about bringing in a higher rent than they envisioned. It’s rewarding to see them achieve what they worked for and believed in when they saved for that down payment.”

Outside of real estate, you’ll find Sera climbing at First Ascent Avondale, scuba diving, and seeking out concerts and comedy shows with friends. Once a year, she takes a cycling and camping trip with her dad. “He plans it and I try to keep up,” Sera says with a smile.

Community involvement is another important part of Sera’s life. For



eleven years, she has participated in CHiditarod, where costumed teams race decorated shopping carts to raise funds and awareness around hunger. She and her teammates have earned several Best in Show awards.

“Volunteering is a great way to not only give back, but to also put into check and appreciate what you have,” she says.

For Sera, success includes more than professional accomplishments—it includes travel, time with friends and family, giving back, educating and supporting others, being a landlord, and eventually, early retirement. Her approach for getting there is grounded in ongoing learning while also allowing herself room to make changes along the way. ▀



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TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to September 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Grigory	Pekarsky	54	\$31,538,895	420.5	\$221,729,749	474.5	\$253,268,644
2	Matt	Laricy	212.5	\$127,296,924	180	\$121,688,195	392.5	\$248,985,120
3	Carrie	McCormick	78.5	\$136,995,977	46.5	\$84,826,500	125	\$221,822,477
4	Emily	Sachs Wong	59	\$124,493,750	49	\$92,473,965	108	\$216,967,715
5	Jeffrey	Lowe	63	\$100,528,333	44.5	\$59,349,420	107.5	\$159,877,753
6	Benyamin	Lalez	27	\$15,644,495	168.5	\$102,775,300	195.5	\$118,419,795
7	Alexandre	Stoykov	38.5	\$23,306,047	131.5	\$80,053,875	170	\$103,359,922
8	Dawn	McKenna	41	\$42,478,050	54	\$57,001,074	95	\$99,479,124
9	Leigh	Marcus	48	\$48,176,729	19	\$29,863,200	67	\$78,039,929
10	Jason	O'Beirne	48	\$53,956,749	20	\$15,621,230	68	\$69,577,979
11	Joanne	Nemerovski	25	\$28,356,500	19	\$32,776,500	44	\$61,133,000
12	Karen	Biazar	35.5	\$36,004,150	37.5	\$23,198,675	73	\$59,202,825
13	Jill	Scott	16.5	\$12,738,438	46.5	\$45,510,400	63	\$58,248,838
14	Katharine	Waddell	30	\$25,662,625	36.5	\$32,273,150	66.5	\$57,935,775
15	Nancy	Tassone	16	\$45,449,528	4.5	\$11,607,500	20.5	\$57,057,028
16	Mario	Greco	46	\$37,220,350	22	\$19,626,950	68	\$56,847,300
17	Melanie	Giglio	24.5	\$23,666,400	44	\$32,777,400	68.5	\$56,443,800
18	Sophia	Klopas	19	\$17,086,229	37	\$38,005,400	56	\$55,091,629
19	Ryan	Preuett	18	\$28,321,875	18	\$24,618,999	36	\$52,940,874
20	Bradley	Brondyke	55	\$52,505,950	0	\$0	55	\$52,505,950
21	Hayley	Westhoff	18.5	\$18,882,118	24.5	\$29,454,846	43	\$48,336,964
22	Melanie	Everett	26	\$16,589,100	43.5	\$31,028,072	69.5	\$47,617,172
23	Danielle	Dowell	20	\$19,922,498	37	\$27,077,270	57	\$46,999,768
24	Sarah	Jaffe	9.5	\$5,666,000	49	\$37,875,001	58.5	\$43,541,001
25	Timothy	Sheahan	20	\$22,897,000	20.5	\$18,744,000	40.5	\$41,641,000
26	Chezi	Rafaeli	23	\$24,700,715	13	\$16,771,500	36	\$41,472,215
27	William	Goldberg	16.5	\$30,348,000	11	\$10,166,340	27.5	\$40,514,340
28	Brad	Lippitz	21	\$19,950,175	27	\$20,069,000	48	\$40,019,175
29	Jill	Silverstein	12.5	\$14,028,000	30.5	\$25,412,000	43	\$39,440,000
30	Marc	Zale	11	\$34,213,000	4	\$4,465,000	15	\$38,678,000
31	Timothy	Salm	14	\$30,970,875	5	\$7,603,000	19	\$38,573,875
32	Ivona	Kutermankiewicz	21	\$20,566,999	18	\$17,808,500	39	\$38,375,499
33	Kelly	Parker	12.5	\$9,406,237	40	\$28,940,690	52.5	\$38,346,927
34	Molly	Sundby	33.5	\$38,331,000	0	\$0	33.5	\$38,331,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	18	\$11,222,292	28	\$26,212,900	46	\$37,435,192
36	Sam	Jenkins	14	\$21,330,321	12	\$14,473,000	26	\$35,803,321
37	Julie	Busby	19.5	\$17,107,250	20.5	\$18,584,000	40	\$35,691,250
38	Rubina	Bokhari	10.5	\$14,950,575	8	\$20,721,600	18.5	\$35,672,175
39	Juliana	Yeager	12	\$18,115,000	16.5	\$17,403,400	28.5	\$35,518,400
40	Elias	Masud	20	\$11,551,300	40.5	\$23,962,999	60.5	\$35,514,300
41	Lauren	Mitrick Wood	16.5	\$13,062,700	29.5	\$22,267,558	46	\$35,330,258
42	Lance	Kirshner	11.5	\$7,826,575	35.5	\$26,441,250	47	\$34,267,825
43	Karen	Schwartz	21.5	\$19,378,850	17	\$14,319,300	38.5	\$33,698,150
44	Daniel	Glick	19.5	\$25,725,864	8	\$7,805,000	27.5	\$33,530,864
45	Melissa	Siegal	21.5	\$16,807,000	22	\$16,610,000	43.5	\$33,417,000
46	Cory	Tanzer	38.5	\$15,571,556	43	\$17,422,368	81.5	\$32,993,924
47	Joel	Halperin	18.5	\$15,033,200	27.5	\$17,935,600	46	\$32,968,800
48	Staci	Slattery	29	\$32,425,400	0.5	\$319,750	29.5	\$32,745,150
49	Nicholas	Colagiovanni	28	\$23,079,250	8	\$9,222,000	36	\$32,301,250
50	Keith	Brand	13.5	\$9,328,450	26	\$22,420,500	39.5	\$31,748,950

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For more information, contact:



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 Mortgage Loan Officer - Growth
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 o: (773) 474-0974
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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.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to September 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	James	D'Astice	9.5	\$7,039,750	33.5	\$24,681,975	43	\$31,721,725
52	Roman	Popovych	29	\$27,510,498	5	\$3,902,500	34	\$31,412,998
53	Jennifer	Ames	11.5	\$22,129,500	9	\$9,246,500	20.5	\$31,376,000
54	Lucas	Blahnik	14	\$17,840,874	17	\$13,449,500	31	\$31,290,374
55	Alex	Wolking	21	\$18,695,900	15	\$12,381,500	36	\$31,077,400
56	Tommy	Choi	18	\$10,464,698	25.5	\$20,537,900	43.5	\$31,002,598
57	Lawrence	Dunning	30	\$19,198,900	18	\$10,695,000	48	\$29,893,900
58	Leopoldo	Gutierrez	17	\$8,794,500	29	\$20,831,000	46	\$29,625,500
59	Debra	Dobbs	16.5	\$13,684,250	19.5	\$15,755,500	36	\$29,439,750
60	Daniel	Close	13.5	\$9,273,650	33.5	\$19,843,050	47	\$29,116,700
61	Nicholaos	Voutsinas	24	\$15,049,000	22	\$13,666,399	46	\$28,715,399
62	Eugene	Fu	9.5	\$8,541,100	27	\$20,078,237	36.5	\$28,619,337
63	Barbara	O'Connor	21.5	\$18,487,262	15.5	\$10,051,500	37	\$28,538,762
64	Philip	Skowron	11	\$18,145,001	8	\$10,156,751	19	\$28,301,752
65	Michael	Rosenblum	18	\$21,705,775	4	\$6,354,999	22	\$28,060,774
66	Amanda	McMillan	20.5	\$17,156,856	12	\$10,762,700	32.5	\$27,919,556
67	Kevin	Hinton	9	\$7,607,112	27.5	\$20,204,500	36.5	\$27,811,612
68	Robert	Grilli	8	\$6,947,407	18.5	\$20,590,400	26.5	\$27,537,807
69	Nadine	Ferrata	25	\$19,555,000	13	\$7,556,900	38	\$27,111,900
70	Owen	Duffy	28	\$20,003,600	4	\$7,092,500	32	\$27,096,100
71	Millie	Rosenbloom	17.5	\$17,446,400	11	\$9,573,000	28.5	\$27,019,400
72	Rafay	Qamar	24	\$10,981,775	48	\$16,008,750	72	\$26,990,525
73	Ryan	Cherney	71	\$26,863,040	0	\$0	71	\$26,863,040
74	Daniel	Spitz	18.5	\$17,024,900	8.5	\$9,730,750	27	\$26,755,650
75	Todd	Szwajkowski	18.5	\$9,341,400	26	\$17,129,031	44.5	\$26,470,431
76	Kathleen	Malone	9	\$13,559,500	10	\$12,839,000	19	\$26,398,500
77	Margaret	Baczkowski	13	\$17,222,660	6.5	\$9,166,250	19.5	\$26,388,910
78	Cynthia	Sodolski	10.5	\$8,675,000	18	\$17,692,000	28.5	\$26,367,000
79	Ian	Schwartz	14.5	\$14,391,388	10	\$11,927,000	24.5	\$26,318,388
80	Dennis	Huyck	18.5	\$15,985,146	7	\$10,248,500	25.5	\$26,233,646
81	Patrick	Shino	22	\$13,622,500	18	\$12,440,000	40	\$26,062,500
82	Sara	McCarthy	11.5	\$8,004,250	19.5	\$17,447,955	31	\$25,452,205
83	Cadey	O'Leary	10	\$18,023,300	6	\$7,331,000	16	\$25,354,300
84	Pasquale	Recchia	20.5	\$16,586,000	9	\$8,721,300	29.5	\$25,307,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Tony	Mattar	24	\$15,029,500	19	\$10,139,000	43	\$25,168,500
86	Deborah	Ballis Hirt	5.5	\$4,338,750	12.5	\$20,472,500	18	\$24,811,250
87	Gregory	Desmond	9.5	\$10,526,550	14	\$14,177,000	23.5	\$24,703,550
88	Vikas	Wadhwa	11.5	\$11,022,750	12	\$13,509,086	23.5	\$24,531,836
89	Richard	Kasper	17	\$17,486,313	10	\$6,491,443	27	\$23,977,756
90	Charlie	Cohen	6.5	\$5,230,500	27.5	\$18,186,500	34	\$23,417,000
91	Niko	Apostal	12.5	\$15,138,875	9	\$8,151,000	21.5	\$23,289,875
92	Elena	Theodoros	19.5	\$14,299,850	6	\$8,774,500	25.5	\$23,074,350
93	Suzanne	Gignilliat	6.5	\$13,329,500	5.5	\$9,721,000	12	\$23,050,500
94	Nick	Nastos	1	\$412,500	35	\$22,592,999	36	\$23,005,499
95	Alishja	Ballard	13	\$9,250,629	19	\$13,739,250	32	\$22,989,879
96	Susan	O'Connor	13	\$13,967,000	9	\$8,799,000	22	\$22,766,000
97	Susan	Miner	7	\$10,955,000	5	\$11,375,000	12	\$22,330,000
98	Layching	Quek	21	\$13,456,500	14	\$8,847,000	35	\$22,303,500
99	Andrew	Thurston	10.5	\$15,711,250	4	\$6,425,000	14.5	\$22,136,250
100	Eudice	Fogel	6	\$7,345,250	11	\$14,637,000	17	\$21,982,250

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.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to September 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	Shenfeld	12	\$9,215,750	18.5	\$12,712,000	30.5	\$21,927,750
102	Bari	Levine	17.5	\$12,663,955	13	\$9,191,000	30.5	\$21,854,955
103	Shay	Hata	9.5	\$6,371,250	15	\$15,426,250	24.5	\$21,797,500
104	James	Streff	12	\$7,154,750	22.5	\$14,413,712	34.5	\$21,568,462
105	Santiago	Valdez	19.5	\$10,076,110	22	\$11,337,500	41.5	\$21,413,610
106	Jennifer	Mills	10	\$11,238,950	9.5	\$10,107,300	19.5	\$21,346,250
107	Beata	Gaska	13.5	\$18,466,300	4	\$2,631,000	17.5	\$21,097,300
108	D	Waveland Kendt	15	\$13,296,900	10	\$7,632,000	25	\$20,928,900
109	Megan	Tirpak	7	\$7,785,000	8	\$13,007,000	15	\$20,792,000
110	Scott	Curcio	13.5	\$7,205,761	18	\$13,518,901	31.5	\$20,724,662
111	Svitlana	Creadon	22	\$15,625,900	4	\$4,962,000	26	\$20,587,900
112	Stefanie	Lavelle	19	\$12,879,500	13	\$7,654,025	32	\$20,533,525
113	Hadley	Rue	21	\$16,835,618	7	\$3,694,000	28	\$20,529,618
114	Ryan	Huyler	12	\$11,855,000	7	\$8,224,000	19	\$20,079,000
115	Laura	England	7	\$7,675,000	10	\$12,314,333	17	\$19,989,333
116	Brady	Miller	17.5	\$8,204,160	23.5	\$11,611,542	41	\$19,815,702
117	Gail	Spreen	23.5	\$14,286,500	8	\$5,479,500	31.5	\$19,766,000
118	Michael	Hall	17.5	\$14,660,735	7	\$4,916,900	24.5	\$19,577,635
119	Mark	Zipperer	23	\$8,870,800	21	\$10,667,400	44	\$19,538,200
120	Robert	Sullivan	16.5	\$14,664,975	7.5	\$4,805,500	24	\$19,470,475
121	Michael	Maier	31.5	\$15,819,500	10	\$3,584,000	41.5	\$19,403,500
122	Meg	Daday	16	\$10,522,555	15	\$8,821,000	31	\$19,343,555
123	Steven	Kehoe	14.5	\$10,018,100	10	\$9,324,000	24.5	\$19,342,100
124	Nicole	Flores	14.5	\$10,350,750	18	\$8,910,500	32.5	\$19,261,250
125	Konrad	Dabrowski	6.5	\$18,446,750	1	\$610,000	7.5	\$19,056,750
126	Linda	Levin	11	\$10,888,500	7	\$8,152,500	18	\$19,041,000
127	Brian	Moon	9	\$5,974,000	17	\$13,038,555	26	\$19,012,555
128	Thomas	Campone	22	\$10,056,500	10.5	\$8,813,500	32.5	\$18,870,000
129	Amy	Duong	16	\$9,670,750	8.5	\$9,191,500	24.5	\$18,862,250
130	Brian	Pistorius	8	\$5,589,500	22	\$13,152,400	30	\$18,741,900
131	Zachary	Redden	10	\$7,025,000	17	\$11,623,000	27	\$18,648,000
132	Jennifer	Romolo	6	\$3,372,729	22	\$15,104,229	28	\$18,476,958
133	Nicole	Hajdu	18	\$11,538,750	10.5	\$6,880,500	28.5	\$18,419,250
134	Camille	Canales	8	\$6,064,500	20	\$12,331,730	28	\$18,396,230

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Edward	Jelinek	11.5	\$7,799,500	17	\$10,580,500	28.5	\$18,380,000
136	Daniel	Straus	11	\$16,231,277	1	\$2,100,000	12	\$18,331,277
137	Adam	Zagata	20	\$9,753,360	18	\$8,553,986	38	\$18,307,346
138	Ken	Jungwirth	14.5	\$12,779,000	8.5	\$5,413,500	23	\$18,192,500
139	Kimber	Galvin	6	\$4,363,834	17.5	\$13,705,500	23.5	\$18,069,334
140	Kevin	Wood	5	\$13,572,000	2	\$4,360,000	7	\$17,932,000
141	Olin	Eargle	13	\$5,727,000	22	\$12,124,999	35	\$17,851,999
142	Olivia	Stohle	7.5	\$8,487,000	9	\$9,329,000	16.5	\$17,816,000
143	Salvador	Gonzalez	26	\$9,921,900	24	\$7,686,000	50	\$17,607,900
144	Dan	Nelson	5.5	\$2,467,769	29	\$15,054,893	34.5	\$17,522,662
145	Stephanie	Cutter	15	\$10,406,000	9	\$7,052,500	24	\$17,458,500
146	Michael	Scanlon	24.5	\$11,138,594	9.5	\$6,265,750	34	\$17,404,344
147	Qiankun	Chen	16	\$6,522,000	25	\$10,861,400	41	\$17,383,400
148	Marco	Cesario	0	\$0	1	\$17,300,000	1	\$17,300,000
149	Benjamin	Yeager	11	\$17,295,000	0	\$0	11	\$17,295,000
150	Benjamin	Lissner	8.5	\$4,726,000	30	\$12,466,500	38.5	\$17,192,500

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MULTILINGUAL
English, Korean, and Spanish

TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to September 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Adam	Max	10	\$10,049,000	12	\$7,097,500	22	\$17,146,500
152	Michael	Greco	10.5	\$7,764,500	10	\$9,381,500	20.5	\$17,146,000
153	Anthony	Flora	13	\$16,975,874	0	\$0	13	\$16,975,874
154	Jeremiah	Fisher	12.5	\$8,157,750	11	\$8,798,000	23.5	\$16,955,750
155	Stephanie	Loverde	13	\$8,119,500	9	\$8,510,094	22	\$16,629,594
156	Melinda	Jakovich-Lagrange	5.5	\$7,349,500	4.5	\$9,205,000	10	\$16,554,500
157	Landon	Harper	4.5	\$7,200,000	7.5	\$9,308,000	12	\$16,508,000
158	Mariah	Dell	4	\$4,092,250	8	\$12,342,500	12	\$16,434,750
159	Vincent	Anzalone	7.5	\$6,569,000	10.5	\$9,854,500	18	\$16,423,500
160	Shawn	Nam	1	\$674,000	26	\$15,740,400	27	\$16,414,400
161	Christopher	Pertile	11	\$8,809,500	7	\$7,602,925	18	\$16,412,425
162	Marc	Bombicino	0	\$0	1	\$16,400,000	1	\$16,400,000
163	Stephanie	Turner	7.5	\$5,853,000	7.5	\$10,546,000	15	\$16,399,000
164	Stephen	Hnatow	5.5	\$3,673,250	13	\$12,668,100	18.5	\$16,341,350
165	Kristin	Gonnella	9.5	\$7,344,425	13	\$8,965,943	22.5	\$16,310,368
166	Thomas	Moran	10	\$11,453,000	4	\$4,816,000	14	\$16,269,000
167	Roman	Patzner	9	\$6,750,000	7	\$9,412,500	16	\$16,162,500
168	Patrick	Teets	8.5	\$6,258,000	8	\$9,828,000	16.5	\$16,086,000
169	Linda	Shaughnessy	4	\$6,352,510	8	\$9,730,000	12	\$16,082,510
170	Laura	Meier	6.5	\$4,802,000	10	\$11,242,400	16.5	\$16,044,400
171	Kate	Gaffey	4.5	\$2,906,500	18	\$13,124,000	22.5	\$16,030,500
172	Keith	Goad	11.5	\$10,813,383	7	\$5,193,000	18.5	\$16,006,383
173	Rizwan	Gilani	12.5	\$8,179,500	11	\$7,813,400	23.5	\$15,992,900
174	Joy	Larkin	5	\$9,629,000	4	\$6,325,000	9	\$15,954,000
175	Molly	Boyd	12	\$7,751,500	6.5	\$7,944,500	18.5	\$15,696,000
176	James	Sheehan	7.5	\$10,546,250	3	\$4,950,000	10.5	\$15,496,250
177	Scott	Berg	32	\$15,381,900	0	\$0	32	\$15,381,900
178	Peter	Green	8	\$5,628,500	12	\$9,716,500	20	\$15,345,000
179	Stacey	Dombar	17	\$9,636,500	9	\$5,699,500	26	\$15,336,000
180	Amit	Vyas	6	\$7,337,000	5.5	\$7,966,500	11.5	\$15,303,500
181	Rose	Leversha	9	\$9,036,250	6	\$6,264,100	15	\$15,300,350
182	Olivia	Carlson	4.5	\$3,413,000	11	\$11,732,000	15.5	\$15,145,000
183	Leila	Zammatta	8	\$15,032,500	0	\$0	8	\$15,032,500
184	Craig	Wolf	6	\$8,577,000	4	\$6,364,000	10	\$14,941,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Steven	Zaleski	6	\$8,960,000	6	\$5,822,500	12	\$14,782,500
186	Michael	Saladino	17	\$8,854,700	15	\$5,863,737	32	\$14,718,437
187	Man Ching	Ng	17	\$9,395,800	8	\$5,285,000	25	\$14,680,800
188	Chris	Gomes	6	\$5,658,500	12	\$8,912,400	18	\$14,570,900
189	Christopher	Katsulis	3.5	\$3,232,500	14	\$11,294,999	17.5	\$14,527,499
190	Quentin	Green Iii	8.5	\$6,208,500	11	\$8,300,000	19.5	\$14,508,500
191	Camie	Cirrincione	6	\$3,275,000	20	\$11,220,500	26	\$14,495,500
192	Danielle	Inendino	13.5	\$7,434,007	11	\$6,993,000	24.5	\$14,427,007
193	Bridget	Sheahan	11	\$11,559,000	2	\$2,830,000	13	\$14,389,000
194	Melanie	Carlson	8	\$6,103,900	8.5	\$8,263,000	16.5	\$14,366,900
195	James	Demarco	10	\$8,486,700	7	\$5,727,000	17	\$14,213,700
196	Steven	Jurgens	7	\$7,543,000	5	\$6,500,600	12	\$14,043,600
197	Brian	Loomis	8	\$8,850,000	6	\$5,143,000	14	\$13,993,000
198	Samantha	Porter	6.5	\$8,509,000	3	\$5,445,000	9.5	\$13,954,000
199	Frank	Montro	37.5	\$11,486,350	12	\$2,460,650	49.5	\$13,947,000
200	Jonathon	Spradling	4.5	\$4,788,000	3	\$9,118,528	7.5	\$13,906,528

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TOP 250 STANDINGS

Teams and individuals from January 1, 2026 to September 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Tanner	Peterson	7.5	\$10,611,750	3	\$3,248,500	10.5	\$13,860,250
202	Steven	Powers	7.5	\$6,898,750	6	\$6,886,500	13.5	\$13,785,250
203	Jordan	Pomputis	20.5	\$13,399,950	1	\$325,000	21.5	\$13,724,950
204	Katherine	Malkin	0.5	\$647,500	3	\$12,977,000	3.5	\$13,624,500
205	Tom	McCarey	3	\$2,432,000	9	\$11,191,000	12	\$13,623,000
206	Michael	Samm	11	\$7,455,000	9	\$6,061,400	20	\$13,516,400
207	Natasha	Motev	8	\$10,531,500	2	\$2,862,000	10	\$13,393,500
208	Thomas	Gibbons	11	\$12,057,600	2	\$1,250,000	13	\$13,307,600
209	Mark	Ahmad	12.5	\$9,812,500	4	\$3,493,000	16.5	\$13,305,500
210	Scott	Newman	10.5	\$3,955,744	15	\$9,267,205	25.5	\$13,222,950
211	Robin	Phelps	10.5	\$8,810,900	4.5	\$4,399,000	15	\$13,209,900
212	Matt	Mercer	3	\$2,162,375	8	\$10,997,500	11	\$13,159,875
213	Pablo	Galarza	20	\$6,777,200	30.5	\$6,291,500	50.5	\$13,068,700
214	Richard	Anselmo	7.5	\$8,307,000	3	\$4,756,500	10.5	\$13,063,500
215	Erin	Feinerman	9.5	\$4,381,000	13	\$8,668,000	22.5	\$13,049,000
216	Courtney	Welsch	9	\$5,751,000	11	\$7,281,500	20	\$13,032,500
217	Jennifer	Laskov	3.5	\$2,991,500	6	\$10,024,500	9.5	\$13,016,000
218	Jacob	Tasharski	5	\$5,449,900	7	\$7,557,500	12	\$13,007,400
219	Brooke	Vanderbok	6.5	\$6,702,000	5	\$6,297,000	11.5	\$12,999,000
220	Marika	Kakhiani	13	\$12,983,000	0	\$0	13	\$12,983,000
221	Samuel	Ciochon	10	\$5,244,000	13	\$7,607,345	23	\$12,851,345
222	Gwen	Stark	8	\$4,568,000	14	\$8,281,400	22	\$12,849,400
223	Eugene	Abbott	6	\$4,360,000	11	\$8,448,250	17	\$12,808,250
224	Elizabeth	Amidon	8	\$5,087,500	7	\$7,694,200	15	\$12,781,700
225	Sherri	Hoke	5	\$8,004,500	6	\$4,765,000	11	\$12,769,500
226	John	Charmelo	8	\$10,630,500	4	\$2,120,200	12	\$12,750,700
227	Kaylin	Goldstein	5	\$4,075,500	7	\$8,638,500	12	\$12,714,000
228	Deborah	Hess	7.5	\$5,099,607	15	\$7,530,600	22.5	\$12,630,207
229	Adele	Lang	4.5	\$2,365,500	18	\$10,263,499	22.5	\$12,628,999
230	Joel	Holland	11.5	\$5,531,500	14.5	\$7,062,400	26	\$12,593,900
231	Evan	Peng	15	\$8,310,000	9	\$4,174,800	24	\$12,484,800
232	Lyn	Harvie	13	\$6,314,000	10	\$6,116,400	23	\$12,430,400
233	Alex	Entratter	2	\$1,452,000	14	\$10,887,000	16	\$12,339,000
234	Michele	Gubser	7	\$3,031,650	11	\$9,282,379	18	\$12,314,029

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Emily	Smart Lemire	2.5	\$1,755,500	6	\$10,550,000	8.5	\$12,305,500
236	Jennifer	Bell	18.5	\$9,467,550	4	\$2,749,700	22.5	\$12,217,250
237	Jeffrey	Proctor	5	\$4,007,675	10	\$8,196,500	15	\$12,204,175
238	Kevin	Bigoness	6	\$7,118,500	4	\$5,070,000	10	\$12,188,500
239	Jennifer	Evans Piet	7	\$7,925,000	6	\$4,249,000	13	\$12,174,000
240	Liz	Jones	7.5	\$4,822,000	9.5	\$7,331,750	17	\$12,153,750
241	Maureen	Mobarak	5.5	\$11,528,750	1	\$625,000	6.5	\$12,153,750
242	Elizabeth	Lothamer	3.5	\$3,805,450	6	\$8,319,300	9.5	\$12,124,750
243	Mark	Dollard	9	\$4,562,500	7	\$7,562,000	16	\$12,124,500
244	An-An	Ku	12.5	\$6,824,250	8	\$5,284,102	20.5	\$12,108,352
245	Michael	Hampton	16	\$12,017,000	0	\$0	16	\$12,017,000
246	Nathan	Binkley	5.5	\$5,551,852	7	\$6,407,435	12.5	\$11,959,287
247	Michelle	Schroeder	3.5	\$5,902,500	10.5	\$6,044,900	14	\$11,947,400
248	Xiaojing	Frost	8.5	\$5,244,500	8	\$6,680,000	16.5	\$11,924,500
249	Martha	Lozano	10	\$4,105,600	17	\$7,804,900	27	\$11,910,500
250	Brett	Novack	4.5	\$3,023,414	8	\$8,856,000	12.5	\$11,879,414

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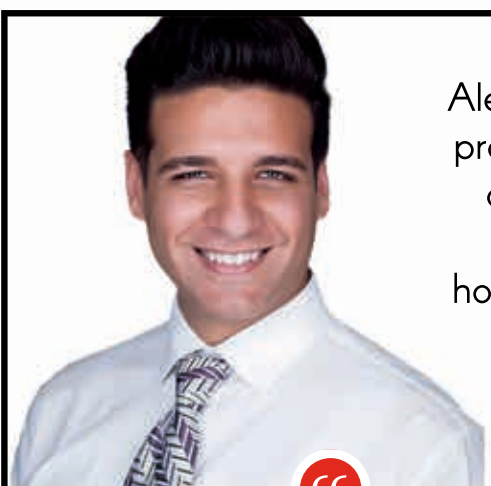
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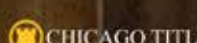
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