

CHICAGO

OCTOBER 2026

REAL PRODUCERS[®]

Natasha Motev
Lembeck &
Phoebe Lembeck
THE NEXT CHAPTER

AGENT FEATURES:
DARBY ZWAGERMAN

MARC KAUFMAN

PARTNER SPOTLIGHT:
RYAN PIERCE
ROCKET MORTGAGE

ON THE RISE:
NYSSA GOMEZ



FALL EVENT
WhirlyBall - Chicago
Monday, October 19th
Details on page 24

CONNECTING. ELEVATING. INSPIRING.

HAVEN Is Chicago

WEST LOOP

A foodie mecca — this neighborhood is an explosion of excellent eateries that have taken over this former industrial area, turning the historic warehouses into some of the city's hottest restaurants. You will also find Greektown, a bustling enclave overflowing with traditional restaurants and bakeries.



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

The perfect month's here, cool temps and things orange

Midterms, however, are more like a storm
So let's grab that hot coffee and go for a stroll
Under colored trees beautiful, sights to behold

Some people love summer, the heat and the sun
But sometimes its just too much for anyone
Four seasons we get so embrace what you have
And get outside often, stretching those calves

It seems like our market has followed the news
Tight deals, less options, expensive, egos bruised
Hang in there and fight, you'll find your new pad
And listen to us because not everything's bad

We'll keep on keeping on, inspections still churning
Working hard to help keep your money from burning
Now before you get comfy and that fireplace lit
Get it inspected and cleaned so your chimney won't split

**Wishing everyone a wonderful October,
Halloween and time outdoors!**

Before you write that check,
call **312-INSPECT**



**CHICAGO
BUILDING
INSPECTIONS**



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

312-INSPECT
info@inspectingchicago.com
inspectingchicago.com

Contents



PROFILES



12 Darby Zwagerman



18 Ryan Pierce



24 2026 Fall Event Details



28 Danny Lewis & Olivia Larson

IN THIS ISSUE

- 6 Preferred Partners**
- 11 Publisher's Note**
- 12 Agent Feature:** Darby Zwagerman
- 18 Partner Spotlight:** Ryan Pierce
- 24 2026 Fall Event Details**
- 28 Off The Market:** Danny Lewis & Olivia Larson
- 32 On the Rise:** Nyssa Gomez
- 36 Cover Story:** Natasha Motev Lembeck & Phoebe Lembeck
- 40 Agent Feature:** Marc Kaufman
- 44 Top 250 Standings**

Meet The Team



Andy Burton
Publisher



Emily Burton
Director of Partner Success
and Editorial Content



Melissa Lopez
Operations and Content
Specialist



Antonio Delao
Account Executive of
Relationships



Christine Thom
Managing Editor



Alysha Garner
Ad Strategist



Sonya Martin
Photographer



Richard Camacho
Photographer



Chris Menezes
Writer



Travis Heberling
Videographer



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

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

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

If you are interested in nominating people for certain stories, please email us at: andy.burton@n2co.com.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

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

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

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

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

Rocket Mortgage
Ryan Pierce
(773) 255-2793

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

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

US Bank
Jennifer Brown
(773) 412-4250

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

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

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

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

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

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

APPRAISAL SERVICES
Appraisal Solutions
Group
(773) 236-8020

Susan Kim LLC
(224) 404-3131
www.sjkimlaw.com

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

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

Guaranteed Rate
Mortgage
Aaron Wise
(630) 531-1833

Huntington Bank
Mauricio Benavente
(773) 474-0974

Huntington
National Bank
Rob Jones
(847) 651-6871
www.huntington.com/

Movement Mortgage
Josh Hayden
(608) 695-1880
HaydenMortgage.com

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

Neighborhood Loans
Pedro Genao
(718) 490-9260

Preferred Rate
Elise Elizalde
(630) 320-2985

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

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

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

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

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

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

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

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

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

Pavlovich Law, LLC
(773) 961-7077
PavlovichLaw.com

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

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

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

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

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

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

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

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

HOME INSPECTION
Chicago Building
Inspections
312-INSPECT
InspectingChicago.com

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

Paul Kepner Staging
(773) 744-7285

REMODELER
Renovation Sells
(773) 301-9125
RenovationSells.com

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

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

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

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

MOVEMENT  MORTGAGE

TRANSPARENCY.
EDUCATION.
COMMUNICATION.

JOSH HAYDEN | (608) 695-1880
LOAN OFFICER | NMLS ID # 1247626

1050 SW 6th Ave Suite 1000, Portland, OR 97204 / A-1-CO-2004462, CA Department of Financial Protection & Innovation (DFPI) under the California Residential Mortgage Lending Act-06P1547626, CO-100579664, FL-4202321, IL-0310062766, IN-06417096, MI-1547626, MO-MLO-1247626, OH-MLO-OH-1547626, OR-TE-SM, WA-MLO-1247626, WI-1247626 | Movement Mortgage LLC. All rights reserved. NMLS ID #1247626 (for licensing information, go to www.nmls.org or www.nmls.org). Additional information available at movement.com/loans. Interest rates and products are subject to change without notice and may not be available at the time of loan completion or lock-in. Borrowers must qualify at closing for all benefits.





GET IT ON
Google Play

Download on the
App Store



WWW.PRESTICELISTINGPHOTOS.COM

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

THE CLOSING GIFT
THEY DON'T SEE...

Peace of Mind.



Give your clients the "Goosehead Difference"!

Kristine Pokrandt | Agency Owner

Kristine.Pokrandt@Goosehead.com | 708-858-1246 | Goosehead.com/Kristine-Pokrandt

UNIONHOME MORTGAGE *Dm*
YOUR CHICAGOLAND LENDER

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

EXPERIENCE THE DIFFERENCE

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

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

WESTPOINT FINANCIAL GROUP
a MassMutual firm

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

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investor Services, LLC, Member SIPC. (www.SIPC.org) Supervisory office: 300 S Wacker Dr, Suite 2000, Chicago, IL 60606. Phone: 312-347-1660. CRN202208-269504.

westpointfinancialgroup.com/associates/morgan-lougee/

Impact.

HOW VIDEO IS RESHAPING MARKETING IN 2026

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

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

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

WHAT WE CREATE

BRAND FILMS

PROPERTY TOURS

AGENT PROFILES

TESTIMONIALS

SOCIAL REELS

95%

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

86%

HIGHER CONVERSIONS ON LANDING PAGES WITH EMBEDDED VIDEO

||

They did an amazing job with their creative approach to filming and photos. I have already scheduled our next 3 projects — I highly recommend Visual Filmworks.

★★★★★

— MICHAEL C., ARCHITECTURE CLIENT

VERIFIED GOOGLE REVIEW



Visual Filmworks
info@visualfilmworks.com

visualfilmworks.com

SCAN TO SEE WHAT WE CAN CREATE TOGETHER





JOEL SCHAUB

Your clients deserve the best!
Work with the

#1 Mortgage Loan Officer in Chicago*

Rate

THE
JOEL SCHAUB
TEAM

773.654.2049 | Joel@rate.com | @JustCallJoel



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

3940 NORTH RAVENSWOOD CHICAGO, IL 60613

Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Rate for more information. SOURCE: <https://chicagoagentmagazine.com/2024/11/04/loan-officer-of-the-year-joel-schaub-rate/>

PUBLISHER'S NOTE



NINE YEARS IN!

Nine years is a long time in real estate.

Markets have shifted. Technology has changed. Businesses have grown, evolved, and sometimes completely reinvented themselves.

And through all of it, *Chicago Real Producers* has kept showing up.

This month marks nine years in print, and when I think about what I'm most proud of, it isn't the number of issues we've published. It's the community that has grown around them.

Hundreds of stories have been told. Thousands of

introductions have been made. Relationships have turned into friendships, referrals, and opportunities. And somehow, nine years later, I still get excited about what we're building.

So, what better way to celebrate than getting everyone together?

Our fall event is October 19th at 1 p.m. at WhirlyBall in Bucktown. Jump to page 24 for all the details and come compete, connect, and catch up with familiar faces. You may also remind yourself that you're not nearly as athletic as you thought you were.

Nine years deserves a little celebration. Scan the QR code to register, and I'll see you there!



Andy Burton
Publisher
andy.burton@n2co.com



@ChicagoRealProducers

facebook.com/ChicagoRealProducers

MAZEK

LAW GROUP

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

ENTITY FORMATION • ESTATE PLANNING • ASSET PROTECTION

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

Darby Zwagerman

A REALTOR'S®
REALTOR®

BY LAUREN YOUNG
PHOTOS BY PRESTIGE REAL
ESTATE IMAGES INC.

“At the end of the day, what serves the client best is a smooth transaction between two agents who trust each other,” says REALTOR® Darby Zwagerman. “I want other agents to want to be on the other side of a deal with me. I communicate, I show up prepared, and I’m easy to work with under pressure.”

For more than twenty-five years, Darby has built her business on the idea that clients deserve expert representation, and that includes the principle that the best outcomes rarely happen in isolation. They happen when professionals respect one another, communicate clearly, and solve problems together. Darby’s collaborative mindset is a big reason why she has earned the trust of clients and fellow REALTORS® alike, which has allowed her to thrive in every kind of market.

“The most rewarding part of my business has always been my relationships with clients and with colleagues,” Darby says. “Without either, there’s nothing. For me, it’s never been just about the transaction; it’s also about the people on both sides of it.”

Real estate is actually Darby’s second career. After graduating from Iowa State University with a bachelor of fine arts in interior design, she joined several Chicago architectural firms as an interior designer for luxury residences, healthcare facilities including ER and waiting rooms, and corporate spaces. Although she enjoyed the work, projects slowed unexpectedly, leaving her without

the creative challenge she craved. She resigned without another job in hand and reached out to the REALTOR® who helped her purchase her first home.

“I called Suzy Thomas, the REALTOR® who sold us our first home, and asked if I could take her to lunch,” Darby says. “I wanted her to tell me the good, the bad, and the ugly about real estate. While in time I saw that she left out a lot of the ugly, I’m so glad I made the leap.”

Long before she ever earned her license, Darby had been selling something. As a child she rode her bike through nearby neighborhoods selling stationery, gifts, and candy. As a teenager she convinced boutiques in Wheaton and Glen Ellyn to carry the barrettes she made herself. Through these early entrepreneurial salesmanship experiences and all her experience in design, she developed the ability to connect with and understand people, as well as understand the how and why behind the spaces that made them feel at home.

“A home is more than four walls. It’s where life actually happens and I wanted to be part of helping people find that,” Darby says.





“I’m not chasing scale. I’m going deeper into the generational relationships I already have.”

“Every job I’ve ever had has always come down to connecting with people and understanding what they need.”

Since entering real estate in 1999, Darby has weathered nearly every challenge the industry and market can throw at an agent. She has guided clients through the housing crash, changing technology, a global pandemic, rapidly rising interest rates, and today’s inventory shortages.

Her advice to up-and-coming agents reflects what’s made her successful: “The agents who last are disciplined about showing up, following through, staying in touch, and are always willing to pivot on everything else,” she says. “For me, every one of those markets required a different playbook. But what has truly carried me through all of it is the relationships I’ve developed with clients and colleagues.”

Today, Darby is just as energized about the future as she was when she started. Rather than fearing artificial intelligence and how it’s changing consumer behaviors, she has embraced the opportunity it presents to better understand how buyers search for homes and how clients choose the professionals they trust. She believes the agents who remain curious will continue to create value regardless of how technology evolves.

“I’m really passionate about understanding how AI is changing every industry, not just real estate,” she says. “It’s about understanding the underlying change so I can adapt with it. AI is changing the way people search for a home and for an agent. I want to know how AI identifies trusted agents to ensure my content and online presence is always included.”

Darby’s commitment to showing up for people extends beyond real estate. This active member and now sustainer

of the Junior League of Chicago, has supported initiatives benefiting women and children throughout the city, including Chicago Children’s Advocacy Center. She also volunteers with and supports RE-CONNECT Chicago, believing that investing in young people strengthens the future of the communities she serves.

Looking ahead, Darby has no interest in building the biggest team or chasing the highest transaction count. Rather, she aims to continue serving generations of the same families while strengthening the professional relationships that make every transaction better. She sees legacy not as a number, but as a reputation earned over decades.

“I’m not chasing scale,” Darby says. “I’m going deeper into the generational relationships I already have and continuing to be there for my clients through whatever comes next in their lives. That’s the dream: not a bigger business, but a business that lasts.”



The perfect home deserves the perfect loan.

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

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



ALEX MARGULIS
CROSSCOUNTRY MORTGAGE™

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

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

PLAN FOR TOMORROW, LIVE FOR TODAY.



Vista Wealth Management Group

Jonathan Dickinson
847-969-2585

jonathan.dickinson@nm.com

Schaumburg, IL 60173

www.vistawealthmanagementgroup.com

 **Northwestern Mutual®**

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

FALL MARKET MOVES FAST. WE MOVE FASTER.



- 7-day scheduling
- Report within 24 hours
- Sewer scope, radon test & pool inspections
- Commercial inspections available
- 37+ years serving Chicagoland

Fast scheduling. Thorough inspections.
Trusted by Chicagoland agents since 1989.



BOOK ONLINE

◀◀ [Scan to Book Instantly]

800-821-1820
request@brickkicker.com



For more information, contact:



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

www.huntington.com/mortgage/benavente-mauricio

A mortgage program specifically for practicing physicians

That's just how we operate



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

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

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

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

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

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



MORTGAGES FOR GUYS GUYS*



*GAL FIERIS WELCOME

Elise Elizalde
Mortgage Advisor NMLS#1650171

direct: 574.276.3533
elise.elizalde@preferredrate.com




Approachable, Dependable, & Responsive Attorney at Law
Susan J. Kim

Residential Real Estate
Commercial Real Estate
Corporate & Estate Planning

Deer Park Office
21660 W. Field Parkway,
Suite 118
Deer Park, IL 60010

Chicago Office
1 South Dearborn,
20th Floor
Chicago, IL 60603




SUSAN J. KIM LLC
ATTORNEY AT LAW

Direct: 847.906.3166
Office: 224.403.3131
susan@sjkimlaw.com

MULTILINGUAL
English, Korean, and Spanish

ACHOSA

BUILT FOR SPEED

Your Client. Their Home. Your Control.

A better home warranty experience for property managers.

- ✓ Choose the contractor you trust
- ✓ Claims handled in hours, not days
- ✓ Contractors paid retail on the spot
- ✓ You stay in control from start to finish

PROTECT YOUR CLIENTS. PROTECT YOUR REPUTATION.

50% of claims completed in less than 48 hours!

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



Kimberly Bizanfon
Senior Sales Executive
Call or Text (847) 975-670
AchosaHW.com




SCAN ME




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



Michael S. Leigh,
Owner

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

Ryan Pierce

WITH ROCKET MORTGAGE

To the Moon

Ryan Pierce remembers his first reaction when he learned in 2025 that Rocket Mortgage would acquire the mortgage bank where he worked: “I was nervous,” he says.

Because by then Ryan had spent more than twenty years in the mortgage industry. He had built his business through relationships in the Chicago market, and had ranked among Illinois’s top twenty lenders for several consecutive years. The acquisition raised questions about how his local approach would fit within a company known largely for its national lending operation.

“REALTORS® reading this will likely remember that Rocket’s out-of-state business model didn’t have the best reputation in the REALTOR® community,” Ryan says. He understood that agents would judge the company based on the quality of service delivered through individual loans and client experiences.

So Ryan is pleased that since the acquisition, he and his team have absolutely been able to continue working through their established local relationships and processes, while Rocket Mortgage has bolstered them with its technology, servicing operation, and national infrastructure. Ryan describes the result as an advantage for both his clients and his referral partners.

“We are doing business on the local level like we always have, like we always did with our prior banks,” he says. “But now we have the largest mortgage lending machine behind us. It’s the best of both worlds.”

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

Ryan, who serves as sales manager of Rocket’s West Loop office, says the combination gives his local team more ways to support REALTORS® and their clients before, during, and after a transaction. Rocket’s ownership of Redfin gives the company a presence during the home search, while its servicing and follow-up operations allow it to maintain contact with mortgage clients after closing. Ryan says those continuing touchpoints can help reconnect his past clients with the REALTOR® who originally served them when another real estate need arises.

“We can stay in front of our clients like nobody else, and we bring them back to our REALTOR® partners before they even have a chance to think about using someone else,” he says.

Today, Ryan pairs Rocket’s national reach with individual guidance. He enjoys working directly with buyers who want to understand their options, compare financing scenarios, and consider how each choice could affect their broader goals. His approach is always straightforward and honest—an honesty that’s reflected in his answer about why he entered the mortgage industry:

“When I first got into the mortgage industry, I did it with two goals in mind: find a career in which I’d be able to excel, and be able to support my family at a level that I desired. It wasn’t until I started finding success that I realized how much it, especially my long-term success, hinged on how well I served my clients,” he says. “That necessity set me free to care greatly about what was best for them.”





Part of my job is to make sure clients get to their closing without feeling like they've just gone through the wringer to get there.



As he hoped, Ryan found that the work suited his analytical instincts, his interest in advising people, and his drive to continuously refine and improve processes, even long after they have proven to produce results.

“What I came to find [with my job] is that I love playing with numbers, comparing different financing scenarios, providing what I hope to be insightful advice to people who truly want the guidance, and endlessly fine-tuning my client experience and process,” he says.

That same candor shapes the guidance he gives borrowers. Ryan uses the motto “Do the right thing” as his standard, including whenever

the responsible recommendation could cost him a transaction.

“Sometimes doing the right thing means discouraging a client from buying [a property] because they clearly aren’t in the best position to take it on,” he says. “If I keep my clients’ best interests in mind, then I can’t lose.”

Ryan’s willingness to recommend waiting or finding a financial solution that better suits a client gives buyers and referring agents reason to trust his guidance. His advisory role also shapes his view of technology: he expects AI will eventually reduce the number of sales positions in the industry, but he hopes companies

will work to balance efficiency with client care and expertise, and continue to value those whose judgment and communication guide borrowers through the uncertainty between application and closing.

“Part of my job is to make sure clients get to their closing without feeling like they’ve just gone through the wringer to get there,” Ryan says. “That is the human part of the process, and it would be a shame to see it disappear.”

For Ryan, another benefit of the acquisition is that he now sees there’s room to grow the business he spent two decades building. As

Rocket expands what his team can offer REALTORS® and clients, he continues to focus on improving the experience for everyone involved.

“It is a blend of making my referral partners look good, ensuring client satisfaction, and making sure my team finds their work rewarding,” he says. 🏠

CONTACT US!

To connect with Ryan Pierce at Rocket Mortgage, call 773-255-2793 or email him at ryanpierce@rocketmortgage.com.

THE RIGHT ATTORNEY CAN **SAVE THE DEAL**

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



Cervantes
Chatt &
Prince P.C.



TRANSACTIONAL
Residential • Commercial • Closing
Zoning • Development



LITIGATION
Association & HOA • Litigation
Municipal Violations • Collection
Eviction



312-606-9529
Ccpchicago.com
Contact@ccpchicago.com



Marc Cervantes
Attorney at Law



Equal Housing Lender NMLS #1025894

Your Deals Need a Lender Who Answers the Phone

Mortgage Strategy > Mortgage Rates

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

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



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

Call or Text: (702) 885-5083



Apply Now



Open more doors with our technology driven solutions.

Contact us to unlock your listing potential.



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



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



Ian Schueter
Account Executive
ian.schueter@ctt.com



BETTER CALL BROOKS

DEVONTAE BROOKS

SVP OF
MORTGAGE
LENDING

773-599-1332
DBROOKS@RATE.COM

1,300+
FAMILIES HELPED
SINCE 2018

16 YEARS
OF EXPERIENCE
8 UNDERWRITING
8 ORIGINATING

POWERED BY

THE
DEVONTAE BROOKS
TEAM

Rate

PROCESS **MEETS** PURPOSE

FINISH THE SEASON STRONG WITH TRUSTED GUIDANCE, CLEAR
COMMUNICATION, AND A CONFIDENT PATH TO **HOMEOWNERSHIP**.

Devontae Brooks NMLS ID: 1531190
EQUAL HOUSING Lender Operating as Guaranteed Rate, Inc. in New York.
Guaranteed Rate Inc. D/B/A Rate: NMLS #2611; For licensing information visit nmlsconsumeraccess.org

YOU KNOW **REAL ESTATE.** WE KNOW **TAX STRATEGY.**

Helping real estate professionals
minimize taxes and keep more
of what they earn.



ADRIAN SCURTU, PARTNER
224.352.2645
ASCURTU@MANNINGSILVERMAN.COM
175 Olde Half Day Road | Suite 290
Lincolnshire, IL 60069

2026

CHICAGO REAL PRODUCERS FALL EVENT



**MONDAY, OCTOBER 19TH
1:00PM – 4:00PM**

WhirlyBall
1825 W Webster Ave.
Chicago, IL 60614

Must RSVP

Private Event for *Chicago Real Producers* and Preferred Partners Only
Contact Chicagoland@realproducersmag.com for event details

SCAN
TO RSVP



WHIRLYBALL



Join *Chicago Real Producers* for our
2026 Fall Event at WhirlyBall in Bucktown
as we celebrate nine years in print!

Nine years of stories. Nine years of connections.
Nine years of bringing Chicago's leading
REALTORS® and preferred partners together. We
think that calls for a little friendly competition.

We're trading the typical fall event for WhirlyBall,
where we'll connect, compete, celebrate, and
probably discover which REALTORS® take
winning just a little too seriously.

Come raise a glass to nine incredible years of
Chicago Real Producers and the community that
made it possible. Game on!



**Food and Drinks Provided
Raffles and Giveaways**



YOUR IMAGE. ELEVATED

Sonya
martin
photography

It's time to update your headshot.

Schedule Your Session
(847) 732-0507 | sonyamartin.com

 [SONYAMARTINPHOTOGRAPHY](https://www.facebook.com/SONYAMARTINPHOTOGRAPHY)
 [SONYA MARTIN PHOTOGRAPHY](https://www.instagram.com/SONYA_MARTIN_PHOTOGRAPHY)

 **CHANGING
HEARTS & MINDS**

One Deal at a Time.

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



Ryan Pierce
Executive Loan Officer

(773) 255-2793
ryanpierce@rocketmortgage.com
rkt.me/RyanPierce
NMLS #1041686

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

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



**The Nate Adams Team
helps agents and buyers
close faster**

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

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



DOWNLOAD
MY DIGITAL
BUSINESS
CARD HERE



The Nate Adams Team
773-999-5548
nate.adams@pillartopost.com
nateadams.pillartopost.com
LICENCE #450.011699 Exp 11/30/26



FORDE & O'MEARA

LUXURY RESIDENTIAL & COMMERCIAL REAL ESTATE TRANSACTIONS
REAL ESTATE FINANCE & DEVELOPMENT • CONDOMINIUM CONVERSIONS
ZONING & LAND USE • LAND TRUSTS

Deliver a Better Closing Experience

CONFIDENCE BEGINS WITH THE
RIGHT LEGAL PARTNER







Lisa J. Saul, Esq.

191 N. WACKER DRIVE, 31ST FLOOR
CHICAGO, IL 60606

847-910-2317
LSAUL@FORDELLP.COM
FORDELLP.COM

Leading
Lawyers®

LISA J.
SAUL

PEER SELECTED 2026

Leading
Lawyers®

LISA J.
SAUL

PEER SELECTED 2025

DANNY Lewis & OLIVIA Larson

Knowing When You've Found the One

PHOTOS BY KIM J PHOTOGRAPHY



Some might call it chance. Danny Lewis and Olivia Larson might call it fate.

Their story began in 2022 when Olivia repeatedly passed by Danny's real estate billboard on her way to showings. Eventually, she decided to reach out.

"I thought he was adorable, and I felt like I kind of already knew him," Olivia says.

After initially chatting over FaceTime while Olivia was traveling, leaving both feeling that strong click of connection, the two met in person when Danny cooked her dinner. Within seconds of arriving, Olivia made the first move and kissed him.

"I didn't even have an opportunity to think!" Danny says, laughing. "I knew this was

the person I wanted to marry when she kissed me first." For Olivia, knowing Danny was the man she wanted to marry solidified when she saw how he cares for those he loves.

On August 22, 2026, nearly four-and-a-half years after they met, Danny finally got his chance to make a move of his own.

At Olivia's grandparents' lake house in Detroit Lakes, Minnesota, Danny gathered both families, arranged for a photographer and musician, and decorated the backyard with flowers. Olivia knew an engagement might be coming, but the details were a surprise.

"It was exactly how I would have wanted it," Olivia says. "We're both very close with our families, so having everybody there was absolute magic."

Their shared career has become an unexpected strength in their relationship. Danny focuses primarily on sales while Olivia specializes in leasing. This allows them to refer business to each other, problem-solve together, and fully understand the late-night calls and unpredictable schedules that come with working in real estate.

They're already a family, too, thanks to Smokey, their "11-pound loaf of sassy attitude" Cavapoo.

Clearly echoing each other's thoughts, Danny says, "I haven't been this excited about the future in a long time." Nodding and smiling, Olivia says, "I've never been happier in my life. I would be very content if everything stayed just as we are now."

KEEP DEALS MOVING...

Your clients expect a seamless closing. So do you.



PAVLOVICH LAW, LLC

PARTNERING FOR SUCCESS

Partner with a law firm that's *responsive*, *experienced*, and committed to *resolving issues* before they become delays.

RESIDENTIAL AND
COMMERCIAL REAL ESTATE

NEW CONSTRUCTION

LLC ORGANIZATION

COMMERCIAL LEASING

SLOBODAN ("SLOBA") PAVLOVICH

O: 773-961-7877 | D: 773-251-4351 | SMP@PAVLOVICHLAW.COM



FRESHCOAT

Painting Done **RIGHT!**



A FRESH LOOK SELLS FASTER

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

Todd Carr, Owner/President

LET'S GET YOUR LISTING MARKET-READY!

872-278-1992
FreshCoatPainters.com/Metro-Chicago



YOUR CLIENTS AREN'T ONE-SIZE-FITS-ALL. NEITHER ARE WE.



A and N mortgage

Flexible financing for first-time homebuyers, investors, and everything in between.



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

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. Offer of credit subject to credit approval. A and N Mortgage Services, Inc. 1945 N. Elston Ave. Chicago, IL 60642 p: 773.365.1040 (5626) ANmtg.com NMLS No. 192591. For licensing information and for Texas consumers to file a complaint, go to: www.anmtg.com/licensing/ (Nation wide Mortgage Licensing System www.nmlsconsumeraccess.org. NMLS No. 2143858)



NO TRICKS, ALL TREATS!

OUR CLOSING GIFTS CAN'T BE BEAT.

OUR PRODUCTS ARE PERFECT FOR:

- Current & Future Closings •Going Back to Past Clients •Referral Gifts
- Thank You Gift after a Listing Presentation •Staying Top of Mind
- Show Appreciation •Raffle Prizes •Donations / Giveaways / Silent Auctions

All of the above is tax deductible since it is engraved with your contact information*

Have you used our gifting strategy for something that is not listed? Share it with us and we will send you a free piece of Cutco!

*Consult your CPA



YOUR CHICAGOLAND CLIENT RETENTION SYSTEM





CutAboveGifts@gmail.com

CutAboveGifts.com



CLOSING GIFTS

American made since 1949 

Nyssa Gomez

**TEAMS
ACCELERATE
DREAMS**

BY LAUREN YOUNG
PHOTOS BY SONYA MARTIN

“Success in real estate isn’t just about the volume you close, but also the reputation you build along the way,” says REALTOR® Nyssa Gomez of the Westhoff Group. “My goal is to be the agent that other top-producing REALTORS® want to see on the other side of the contract.”

Nyssa grew up in Cedar Rapids, Iowa, in a large Lebanese community and extended family where hospitality was a way of life and togetherness was non-negotiable. Her paternal grandparents built a grocery store in Iowa, long before big-box stores and even many supermarkets existed, and treated every person who walked through their door as someone worth welcoming.

“My grandmother, who immigrated from Lebanon at age twenty, taught me to be hospitable and warm to all the people I meet,” Nyssa says. “I distinctly remember her bringing out a pot of coffee to refill the garbage men’s thermoses on garbage day, every week.”

Nyssa’s mother, a teacher living with multiple sclerosis, modeled something equally powerful:

“She never complained about her condition despite her body failing her until the end of her life,” Nyssa says. “She was the strongest, most patient, understanding person I have known.” Nyssa’s father, also a teacher, modeled commitment and dedication as the primary caregiver and family breadwinner. Their examples inspire and guide her every day.

After graduating from the University of Iowa, Nyssa moved to Chicago without a job, but secured one within two weeks and began to make this city her home. She spent years in telecom sales, knocking on fifty doors and making fifty calls each day, then transitioned to medical device sales, where she learned to operate at a high level under pressure. She could only meet with her surgeon clients during operating room hours. Their demanding, unpredictable schedules meant Nyssa had little control over her work hours, leaving her little time for family and little opportunity to utilize her creative side.

Knowing she needed a different career path, she thought about how much

she enjoyed architecture, design, and visiting open houses since she was a teenager. One industry seemed to meet all of her wishes.

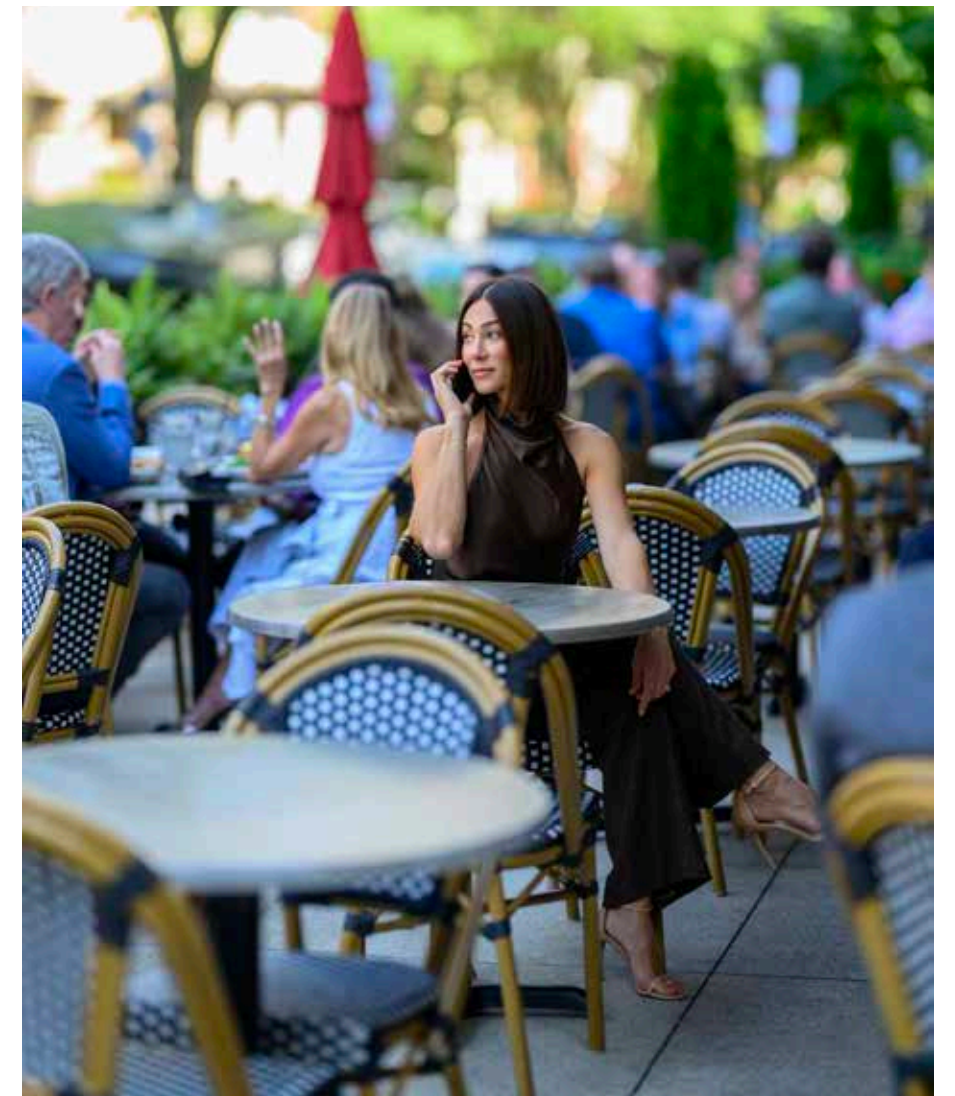
“It’s the perfect coupling of my sales background and my love for design,” she says of real estate. “I get to have so much fun reimagining listings and helping my buyers think of the possibilities or potential of a property they don’t see when they walk in.”

Nyssa earned her license in the spring of 2016 when her first child was nine months old. She worked hard to build her business through her two children’s

early years, although balancing work and home life could be difficult at times. Two years ago, with both children in school full-time, she made a deliberate move to accelerate her real estate career.

“I joined the Westhoff Group, and I am so happy I made that decision,” Nyssa says. “It has been the fastest and best way to learn and grow.”

Her focus now is quality over volume, delivering a high level of care to each client rather than chasing transaction counts. She brings that same standard to how she shows up for the agents on the other side of her deals.



“I view my peers as partners,” Nyssa says. “A listing agent and a buyer’s agent have to work in tandem to get a deal across the finish line. I want my peers to know that I bring a high level of market expertise, a solution-oriented mindset, and absolute integrity to every transaction.”

Outside of production, Nyssa channels her design skills, cultivated since childhood, while volunteering with

Humble Design, an organization that furnishes and decorates homes for people transitioning out of homelessness, along with the other members of the Westhoff Group team.

“I was the kid who rearranged the furniture in her bedroom every couple of months,” she says. “I love using my design skills to make an apartment a home for someone who has just risen out of homelessness.”

“
My goal is to
be the agent
that other
top-producing
REALTORS®
want to see on
the other side
of the contract.
”

This music lover also competes in triathlons, trains daily at F45, and enjoys exploring Chicago’s food scene whenever she takes a break from the daily grind. But for Nyssa, family is everything. She and her husband, Julio, are raising Nola (10) and Nico (7) with a shared love of travel. Last summer the family took their first European trip together, and Sardinia made such an impression that they are going back again this summer.

As to the future, so inspired by the growth she’s experienced since joining her team, Nyssa sees herself doing real estate for a very long time.

“For me, there’s nothing more rewarding than helping clients find a place they love in the city I adore, and to guide them with confidence and grace through such a pivotal life decision,” she says.

With all she’s aiming for and already brings to the table for her clients and colleagues, no doubt Nyssa will achieve her goal of becoming one of the REALTORS® that other REALTORS® are happiest to work with. 🍷

CHICAGO & SUBURBAN PROPERTY MANAGEMENT

Own Smarter.
Live Better.



WHAT WE DO

We Maximize Your
Portfolio’s Potential.

From individual investment condominiums to large multi-unit portfolios, we handle every aspect of property management, so you don’t have to. Responsive, transparent management designed for investors who expect exceptional service.

- Tenant screening
- Rent collection and owner distributions
- Monthly financial reporting
- 24/7 emergency maintenance coordination
- In-house maintenance and repairs
- Routine property inspections
- Lease administration and renewals
- In-house construction and capital project management
- Lease enforcement

We partner with Realtors®. Your clients remain your clients - we take care of the property management.

WHO WE SERVE

Investors,
not associations.

We manage investment condominiums, townhomes, single-family homes, multi-unit properties, and luxury estates throughout Chicago and the surrounding suburbs. Our primary focus is investment property management for real estate investors, not HOA or community association management.

GET IN TOUCH

773.951.9153

hi@elevatedpmg.com

www.elevatedpmg.com

Discover why investors trust Elevated. Schedule your complimentary consultation today.



NATASHA MOTEV LEMBECK & Phoebe Lembeck

THE NEXT CHAPTER

BY CHRIS MENEZES
PHOTOS BY SONYA MARTIN



Phoebe Lembeck learned the rhythms of real estate as a child, riding in the back seat of her mother's car while she was working—as Natasha Motev Lembeck drove between appointments, Phoebe listened to conversations and accompanied Natasha to showings and open houses.

“From a very young age Phoebe always told me that she wanted to sell homes with me,” Natasha recalls. “I knew she would work beside me one day.”

Natasha recognized the fascination with real estate because she had felt it herself growing up. In 1977, at age twelve, she immigrated to the US from Ukraine with her parents, and the family settled in Lincolnwood. Though her parents earned minimum wage, they were able to purchase a home two years later. While they were looking, Natasha became absorbed in the home-buying experience.

“I played a big role in the decision-making process as my parents highly relied on my input,” Natasha recalls. “I was drawn to design, architecture, floorplans, and finding the perfect home for our family’s lifestyle.”

That interest stayed with Natasha even though she initially decided to follow a different professional path.



After earning a bachelor's degree in marketing, she became an executive compensation consultant at Hewitt Associates in Chicago. But in 1996, she pivoted and started her residential real estate career. Working first as an on-site sales associate for a residential loft condominium conversion, she gained a foundation in sales, development, and client relationships.

Over the next three decades, Natasha's career expanded into luxury residential real estate and new construction sales. She also built and developed many high-end, single-family homes in Lincoln Park, taking part in architectural and design decisions from the first plans through to completion. Natasha's luxury market clients highly value her experience and advise, relying on her expertise to make well-informed



“

I AM GRATEFUL TO HAVE THE BEST MENTOR AND BUSINESS PARTNER I COULD ASK FOR... I HOPE TO FOLLOW IN HER FOOTSTEPS AND BUILD MY OWN LEGACY AS A REALTOR®.

- Phoebe



decisions, identify potential challenges, and recognize quality construction, materials, and craftsmanship.

As Natasha developed that expertise, Phoebe and her older brother, Jack, grew up alongside the business. Real estate allowed Natasha to arrange her schedule around school pickups, activities, parent-teacher conferences, and sporting events while continuing to build her career.

“I never felt that I had to choose between being a successful REALTOR® and being present for my children,” Natasha says. “Real estate gave me the freedom to do both.”

Phoebe remembers that presence. “My mom was always extremely present in our lives,” she says. “Seeing the way she was always able to be there for us made me appreciative of her career and sparked my own interest in real estate.”

Phoebe’s interest eventually developed into a skill set that complemented her mother’s industry knowledge and experience. Initially attending the University of Maryland, she returned to Chicago to start her real estate career and finish her degree at Loyola University Chicago. She joined Natasha’s team, Chicago Fine Homes at Jameson | Sotheby’s International Realty, two years ago, bringing a fresh perspective to a team that, to date, has produced over \$1 billion in sales.¹

Phoebe leads the team’s social and digital marketing efforts while conducting showings, holding open houses, and working alongside Natasha on negotiations and listing preparations. Natasha guides her through all the decisions behind the work—everything from competing in multiple-offer situations to preparing a property for the market.

Natasha and Phoebe collaborate with their REALTOR® teammates Kevin Swerdlow and Janet Moline, both of whom Natasha has known since high school. Together they bring decades of experience, fresh perspectives, and creative marketing expertise to the table for their clients. This collaborative

team, anchored by Natasha’s ability to continually evolve with the market, has helped carry Natasha and Chicago Fine Homes through three decades of change. It has also positioned Natasha to consistently deliver exceptional results for her clients.

“You cannot control the market, but you can control how you respond to it,” she says.

Throughout those changes, client relationships have remained central to the business. Many of Natasha’s clients returned when they reached new stages of their lives, and some of those relationships now span multiple generations. She says the greatest compliment she receives is when clients tell her they felt like they were her only client.

“Luxury is not a price tag, it is an experience,” Natasha says. “I believe every client deserves the highest level of service, regardless of price point. I give my clients the same personal attention, thoughtful guidance, and commitment I would give to a member of my own family.”

While working alongside her mother, Phoebe is building lasting relationships of her own. She especially enjoys helping friends and clients navigate finding their first city apartment,

purchasing their first condominium, or transitioning to their next home. As she continues to contribute to the team’s listings, she is creating her own approach to real estate—one that highlights helping clients feel confident during a process that can often feel overwhelming.

For Natasha and Phoebe, working together has strengthened their relationship. Throughout the day, they talk about listings and deals, and often spend their free time playing golf, pickleball, and games of mahjong with friends.

After years of watching Natasha build a successful career in real estate, Phoebe feels that she has found her place beside the woman who first inspired her and showed her what a real estate career could offer her.

“I love selling real estate,” Phoebe says. “It is my dream career, and I am grateful to have the best mentor and business partner I could ask for. I will continue to take everything I am learning from my mom and channel it in the years ahead. I hope to follow in her footsteps and build my own legacy as a REALTOR®.”

¹ As of date of publication, reference/data documentation verifying claim/ranking is internal at firm and not available to the public.



WHITE-GLOVE HVAC PARTNERSHIP for *Luxury Brokers*

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

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

KEY BENEFITS

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

PREFERRED COMFORT
THE PREFERRED CHOICE IN COMFORT SOLUTIONS

PARTNER WITH US TODAY! | (773) 456-5883 • [PCHeatingAndCooling.com](https://www.PCHeatingAndCooling.com)

BOOST HOME VALUE

AVOID INSPECTION DEAL BREAKERS

FAST REPAIRS TO SMOOTH TRANSACTIONS

Financing a mortgage is easy, finding a lender you can trust, is hard.

Pedro Genao
Sr. Mortgage Loan Officer
718.490.9260
pgenao@neighborhoodloans.com
NMLS# 600113

www.neighborhoodloans.com

Marc Kaufman

Service Never Goes Out of Style

BY LAUREN YOUNG
PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.



“Luxury isn’t about price; it’s about how people feel when they’re taken care of,” says REALTOR® Marc Kaufman of Baird & Warner. “To me, that is as applicable to real estate as it was the hotel business.”

Long before Marc Kaufman became known for helping buyers and sellers navigate Chicago’s housing market, he was building a career centered on exceptional service. His service mindset developed in his childhood in Madison, Wisconsin, and continues to today. Upon graduating from the University of Wisconsin with a degree in hotel administration, Marc served nearly three decades in luxury hospitality with Four Seasons Hotels and Resorts.

“My parents taught me always to be curious and ask questions and listen carefully before making a comment or deciding on something,” Marc says of his early years. “Those lessons have stayed with me throughout my career and continue to influence every client relationship.”

During his time in luxury hotels, Marc led sales, marketing, and private events while overseeing multimillion dollar budgets and managing teams of professionals. Every wedding, gala, and corporate event depended on careful planning, clear communication, and flawless execution.

Those responsibilities demanded precision, but they also reinforced something even more important: the understanding that every client wanted to feel heard, understood, and cared for. They are the same expectations his clients have today.

“I saw that my love for taking care of people and helping them realize their dreams translated perfectly to real estate,” Marc says. “I used to help galas be successful for their causes and with weddings, the day the couple dreamed of! Now I’m helping my clients find their perfect home or sell their homes in the least amount of time for the most amount of money.”



While he was working in luxury hospitality, real estate had quietly been calling him for years. Throughout multiple cross-country moves—from Chicago to Laguna Beach to San Francisco—Marc and his husband, William Healey, were introduced to trusted REALTORS® who helped them navigate different markets.

“During our move to each city, I found myself drawn to the same thing: the relationship with our REALTOR®,” remembers Marc. “I loved watching how they listened, how they translated our hopes into a shortlist of homes, and how they championed us through every offer and counter.”

That interest deepened while helping to open a Four Seasons Hotel in San Francisco that included a residential component. It was a project where, for Marc, hospitality and homeownership intersected in a meaningful way.

“Standing at the intersection of hospitality and real estate, I saw firsthand how a space could be more than a building; it could be a sanctuary, an investment, a chapter in someone’s story,” he says. “That project showed me the business side of real estate and, importantly, the human side. I knew [then that] I wanted to spend my career helping people find their own chapters.”

By the time he entered real estate in 2020, he understood both the emotional and practical sides of the business. His previous career prepared him for the transition. Managing ownership groups, coordinating complex projects, and delivering exceptional experiences under pressure gave Marc the confidence to guide clients through a potentially stressful process.

“The skills I honed in hospitality are the same ones my clients benefit from today: true listening, meticulous attention to detail, and clear, warm communication,” Marc says. “My clients always tell me they feel I’m genuinely there for them from the first conversation to the final signature.”

Away from work, Marc finds balance through the people and causes that matter most to him. He and William enjoy seeing shows and appreciate Chicago’s vibrant theater community, and love entertaining friends at home, cooking, exploring new restaurants, and traveling. They remain active in Temple Shalom of Chicago, where their faith community and its commitment to social justice play an important role in their lives. Marc also serves on the board of the Sarah Siddons Society, which helps to raise scholarship funds for aspiring theater students across Chicago.

“I was exposed to theatre at a young age because my mother was an actress,” Marc says. “I was quite active in theatre and music in high school and college. The thing that I loved about doing theatre is you could not do anything by yourself—you had to rely on others to achieve excellence. The same is true in real estate.”

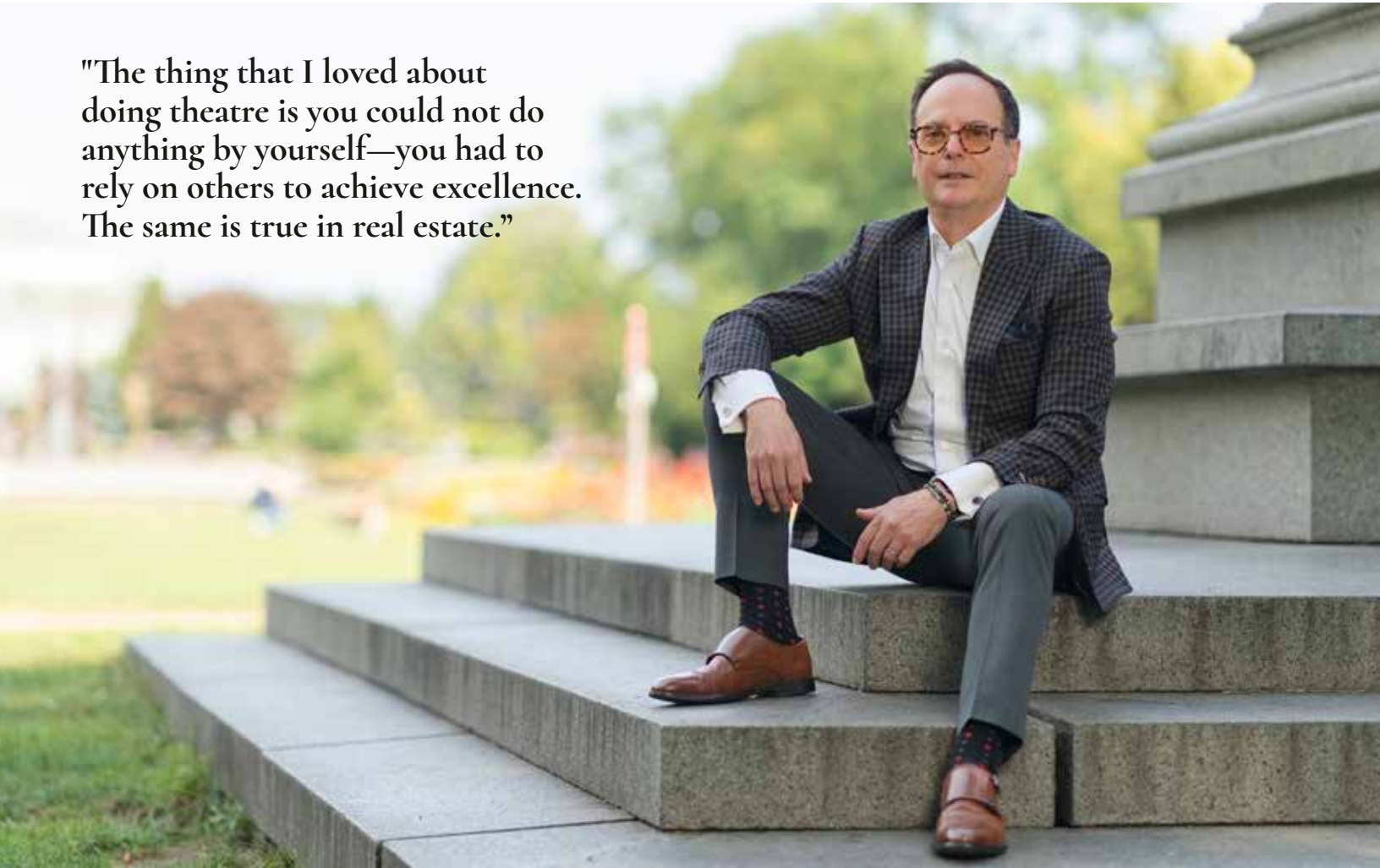
Looking ahead, Marc plans to continue growing the business he has built while remaining true to the service mindset that first attracted him to hospitality decades ago.

“People remember how you make them feel long after they’ve forgotten the details,” he says. “It’s the standard [of service] I try to bring to every client.”

“I’ve never believed service ends when the paperwork is signed,” Marc adds. “The best relationships are the ones that continue long after closing day.”



"The thing that I loved about doing theatre is you could not do anything by yourself—you had to rely on others to achieve excellence. The same is true in real estate."



FIX.
LIST.
SELL.

Your go-to handyman for every stage of the transaction.

PRE-LISTING
REPAIRS

INSPECTION
FIXES

MAINTENANCE &
TOUCH-UPS

CURB APPEAL
UPGRADES

Get It Fixed.
Get It Sold.

773-912-0907 • HandyGeeksChicagoland.com

Keeping It Simple,
From Application
to Closing

Let me show you how fast
and easy the mortgage
process can be.

Please contact me today.
Rob Jones
Mortgage Sales Leader
NMLS# 616600
e: rob.jones@huntington.com

The Huntington National Bank is an Equal Housing Lender and Member FDIC. Loans subject to credit application and approval.

AARON WISE
IS BACK!

THE WISE team | guaranteedRate AFFINITY

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

Aaron Wise, VP of Mortgage Lending | NMLS #789866

Ready to deliver the best mortgage experience possible.

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

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

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

Residential Real Estate,
Tax Appeals, Estate Planning
and Probate

Jill Beda Daniels
Attorney and Mediator

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

Chicago Real Producers • 43

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Grigory	Pekarsky	49.5	\$29,610,700	382.5	\$200,901,149	432	\$230,511,849
2	Matt	Laricy	202	\$121,940,174	159	\$102,958,695	361	\$224,898,870
3	Carrie	McCormick	68.5	\$120,014,727	42	\$79,479,000	110.5	\$199,493,727
4	Emily	Sachs Wong	51	\$109,653,750	44	\$85,007,965	95	\$194,661,715
5	Jeffrey	Lowe	59	\$93,222,333	41.5	\$56,293,420	100.5	\$149,515,753
6	Benyamin	Lalez	23.5	\$13,408,995	156.5	\$92,308,800	180	\$105,717,795
7	Dawn	McKenna	36	\$38,108,050	51.5	\$58,282,574	87.5	\$96,390,624
8	Alexandre	Stoykov	34.5	\$19,691,047	112.5	\$68,848,875	147	\$88,539,922
9	Leigh	Marcus	43	\$43,489,729	17	\$26,285,200	60	\$69,774,929
10	Jason	O'Beirne	45	\$52,167,849	16	\$13,596,230	61	\$65,764,079
11	Melanie	Giglio	24	\$23,508,900	41	\$31,368,900	65	\$54,877,800
12	Katharine	Waddell	27	\$23,284,625	35	\$30,873,150	62	\$54,157,775
13	Mario	Greco	42	\$34,572,350	21	\$19,144,450	63	\$53,716,800
14	Jill	Scott	15	\$11,915,938	41.5	\$38,855,400	56.5	\$50,771,338
15	Joanne	Nemerovski	23	\$26,251,500	13	\$22,874,000	36	\$49,125,500
16	Ryan	Preuett	15.5	\$25,834,375	17	\$22,943,999	32.5	\$48,778,374
17	Sophia	Klopas	17	\$16,096,729	31	\$32,507,400	48	\$48,604,129
18	Bradley	Brondyke	49.5	\$48,021,200	0	\$0	49.5	\$48,021,200
19	Karen	Biazar	32.5	\$26,470,150	33	\$20,796,675	65.5	\$47,266,825
20	Melanie	Everett	25	\$15,981,600	40.5	\$28,660,572	65.5	\$44,642,172
21	Danielle	Dowell	19.5	\$19,407,498	34	\$23,443,770	53.5	\$42,851,268
22	Timothy	Sheahan	19.5	\$22,309,000	19.5	\$18,259,000	39	\$40,568,000
23	Chezi	Rafaeli	22	\$23,625,715	13	\$16,771,500	35	\$40,397,215
24	Sarah	Jaffe	9.5	\$5,666,000	42	\$33,650,000	51.5	\$39,316,000
25	Jill	Silverstein	12.5	\$14,028,000	29.5	\$24,547,000	42	\$38,575,000
26	Hayley	Westhoff	16	\$15,090,618	21	\$22,930,846	37	\$38,021,464
27	Brad	Lippitz	19.5	\$19,144,500	25	\$17,785,000	44.5	\$36,929,500
28	Nancy	Tassone	11	\$32,420,528	3.5	\$3,607,500	14.5	\$36,028,028
29	Timothy	Salm	13	\$28,370,875	5	\$7,603,000	18	\$35,973,875
30	Sam	Shaffer	17.5	\$11,211,792	26	\$24,643,000	43.5	\$35,854,792
31	Molly	Sundby	30.5	\$35,776,000	0	\$0	30.5	\$35,776,000
32	Rubina	Bokhari	10.5	\$14,950,575	8	\$20,721,600	18.5	\$35,672,175
33	William	Goldberg	14.5	\$26,158,500	9	\$8,270,340	23.5	\$34,428,840
34	Marc	Zale	10	\$30,113,000	3	\$3,390,000	13	\$33,503,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Ivona	Kutermankiewicz	21	\$20,566,999	14	\$12,914,500	35	\$33,481,499
36	Kelly	Parker	11	\$8,027,960	36.5	\$25,363,690	47.5	\$33,391,650
37	Sam	Jenkins	13.5	\$20,530,821	11	\$12,473,000	24.5	\$33,003,821
38	Karen	Schwartz	21.5	\$19,378,850	15	\$12,639,300	36.5	\$32,018,150
39	Julie	Busby	17.5	\$15,189,750	18.5	\$16,617,500	36	\$31,807,250
40	Juliana	Yeager	10	\$14,147,500	16.5	\$17,403,400	26.5	\$31,550,900
41	Lauren	Mitrick Wood	16	\$12,645,200	25.5	\$18,762,658	41.5	\$31,407,858
42	Jennifer	Ames	11.5	\$22,129,500	9	\$9,246,500	20.5	\$31,376,000
43	Elias	Masud	17.5	\$10,444,800	38	\$20,663,049	55.5	\$31,107,850
44	Cory	Tanzer	34.5	\$13,687,436	42.5	\$17,234,868	77	\$30,922,304
45	Daniel	Glick	18.5	\$25,050,864	7	\$5,330,000	25.5	\$30,380,864
46	Lance	Kirshner	10	\$7,034,825	29	\$23,197,750	39	\$30,232,575
47	Tommy	Choi	16	\$9,656,698	25.5	\$20,537,900	41.5	\$30,194,598
48	Melissa	Siegal	18.5	\$15,625,000	20	\$13,850,000	38.5	\$29,475,000
49	James	D'Astice	9	\$6,762,250	31.5	\$22,627,975	40.5	\$29,390,225
50	Leopoldo	Gutierrez	15	\$8,096,500	29	\$20,831,000	44	\$28,927,500

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.



LOOKING FOR A CHANGE IN MANAGEMENT?

LOOK WESTWARD.

Your board deserves more than reactive service and unanswered questions. Westward360 combines responsive professionals, proactive property oversight, financial expertise, and easy-to-use technology to help your association operate with greater confidence.

Discover community management from every direction.

 westward360.com



Guaranteed on-time closing or get \$5,000

Finding the right home is exciting, and we're committed to making homebuying as easy as possible. The Chase Closing Guarantee¹ will give you the confidence you need to plan your move. We promise an on-time closing for eligible products in as soon as three weeks or you'll get \$5,000, if you qualify.

Visit chase.com/cg for more details about closing fast.

Let's talk soon about all your options:



Chase Moore, Senior Home Lending Advisor II CPC
Chase certified in VA loans
Chase certified in Chase Private Client Lending
C: (773) 987-1419
chase.moore@chase.com
homeloan.chase.com/chase.moore
NMLS ID: 1230309



Scan to visit my website



¹Not all customers or products are eligible for the guarantee. Certain delays, loan type, property type, and other factors may impact your eligibility. Visit chase.com/cg for eligibility, timing and documentation requirements. The Chase Closing Guarantee may be considered miscellaneous income and may be reportable for tax purposes to you and the IRS. Consult your personal tax advisor for questions about the impact to personal income tax returns. This offer is subject to change at any time without prior notice.
All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply.

 Home lending products provided by JPMorgan Chase Bank, N.A. Member FDIC
©2026 JPMorgan Chase & Co.

P0226-7449450 111551Q | 29854465



PAUL STAGING KEPNER INTERIORS

Where First Impressions Become SOLD

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



BECAUSE YOUR SUCCESS IS OUR SUCCESS.

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

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

There's no team behind the curtain.

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

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

Let's close the deal.

Leonard B. Cannata

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



LEONARD B. CANNATA
ATTORNEY AND
COUNSELOR



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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Charlie	Cohen	6	\$4,797,000	26.5	\$17,321,500	32.5	\$22,118,500
86	Millie	Rosenbloom	13.5	\$13,763,900	9	\$7,983,000	22.5	\$21,746,900
87	Michael	Shenfeld	11	\$8,657,000	18.5	\$12,712,000	29.5	\$21,369,000
88	Eudice	Fogel	6	\$7,345,250	10	\$13,737,000	16	\$21,082,250
89	Margaret	Baczkowski	10.5	\$13,968,160	4	\$6,925,250	14.5	\$20,893,410
90	Layching	Quek	19	\$12,667,500	13	\$8,027,000	32	\$20,694,500
91	Alishja	Ballard	11	\$7,283,379	18	\$13,184,250	29	\$20,467,629
92	Jennifer	Mills	9.5	\$10,713,950	8.5	\$9,737,300	18	\$20,451,250
93	Elena	Theodoros	17.5	\$13,096,550	4	\$7,242,500	21.5	\$20,339,050
94	Andrew	Thurston	9	\$13,741,250	4	\$6,425,000	13	\$20,166,250
95	Susan	O'Connor	12.5	\$12,604,500	8	\$7,324,000	20.5	\$19,928,500
96	Cynthia	Sodolski	7.5	\$4,355,000	16	\$15,572,000	23.5	\$19,927,000
97	Dennis	Huyck	16.5	\$13,175,146	6	\$6,648,500	22.5	\$19,823,646
98	James	Streff	10.5	\$6,399,750	19.5	\$13,228,712	30	\$19,628,462
99	Laura	England	6	\$7,290,000	10	\$12,314,333	16	\$19,604,333
100	Santiago	Valdez	18	\$9,155,110	20	\$10,227,500	38	\$19,382,610

DIVISION.32

ELEVATE EVERY LISTING THROUGH
LANDSCAPE ARCHITECTURE

Luxury Landscape Staging & Clean-Up

Exclusive Buyer Consultation Services

Full-Service Landscape Architecture
Design, Installation & Care



info@division32landscapes.com
708.408.6769





BOBART TEAM
CROSSCOUNTRY MORTGAGE®

CONDO EXPERTISE THAT GIVES YOUR OFFER AN EDGE.

New condo guidelines may change how a project is reviewed, but the right lending partner makes all the difference.

The Bobart Team helps:

- ✓ Identify potential condo issues before your buyer writes an offer
- ✓ Navigate new requirements with an experienced condo lending team
- ✓ Access portfolio solutions when traditional guidelines fall short
- ✓ Reduce last-minute surprises and protect critical contract dates
- ✓ Give buyers, sellers and listing agents greater confidence in the financing

Before you write or accept an offer, let's review the property and build a financing strategy designed to get you to the closing table.

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

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



Michelle Bobart

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



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. Michelle Bobart NMLS137164 | CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). See <https://crosscountrymortgage.com/licensing-and-disclosures/state-disclosures/> for a complete list of state licenses. Failure to pay on your Bridge Loan could damage your credit standing and result in the loss of your home through foreclosure.

Licensed to serve clients in all 50 states.

PICK THE RIGHT PARTNER FOR EVERY CLOSING.

Trusted legal
guidance
from contract
to close.

JASON CHMIELEWSKI
Managing Attorney

JMC
LAW GROUP



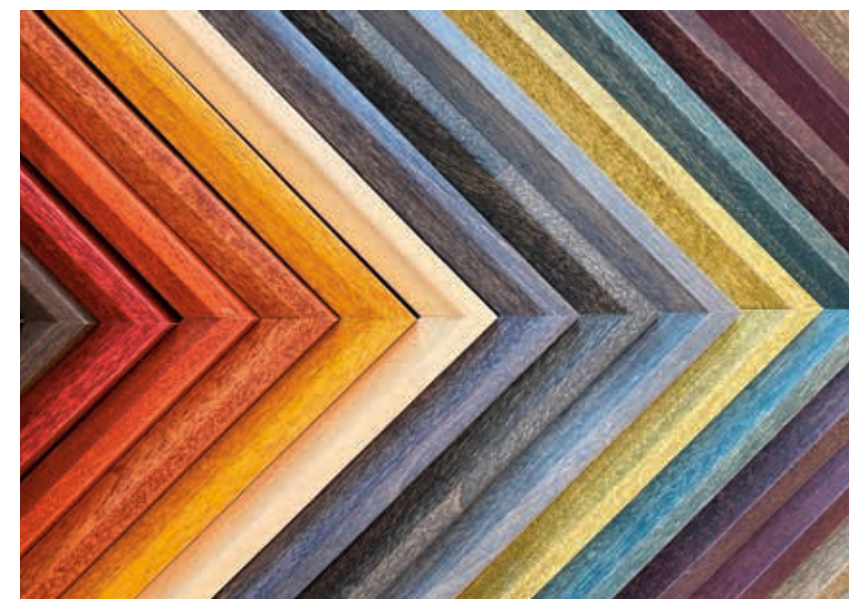
office 312.332.5020 | fax 312.332.5021 | jason@jmcclawgroup.com | jmcclawgroup.com

111 West Washington Street, Suite 1500 - Chicago, IL 60602 | 9019 W. 151st Street - Orland Park, IL 60462



Affordable, Custom, & Always Personal Expert Framing Since 1977

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



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

(773) 871-9900

Prints-Unlimited.com

840 N Milwaukee Ave
Chicago, IL 60642

Every Deal Deserves a Strong Lending Partner

From first-time buyers to investment properties,
Jeremy Woods, with 20+ years in the mortgage industry, helps your clients
find the right financing while keeping the process smooth and stress-free.

Concierge-Level Service &
Closings You Can Count On

Prosperity
HOME MORTGAGE



Jeremy Woods, Mortgage Consultant
847-691-7888 | Jeremy.Woods@PHMLoans.com
NMLSR 112818



©2026 Prosperity Home Mortgage, LLC. (877) 275-1762, 3060 Williams Drive, Suite 600, Fairfax, VA 22031. Not all mortgage products are available in all areas. Not all borrowers will qualify. NMLS ID #75164. (For licensing information go to: NMLS Consumer Access at <http://www.nmlsconsumeraccess.org/>)

#A2026324 (03/2026)
Exp 09/2026

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Meg	Daday	16	\$10,522,555	15	\$8,821,000	31	\$19,343,555
102	Beata	Gaska	11.5	\$16,624,300	4	\$2,631,000	15.5	\$19,255,300
103	Svitlana	Creadon	20	\$14,175,900	4	\$4,962,000	24	\$19,137,900
104	Hadley	Rue	19	\$15,370,618	7	\$3,694,000	26	\$19,064,618
105	D	Waveland Kendt	14	\$12,196,900	9	\$6,847,000	23	\$19,043,900
106	Niko	Apostal	10.5	\$12,109,875	8	\$6,810,000	18.5	\$18,919,875
107	Scott	Curcio	12	\$6,285,761	16	\$12,608,901	28	\$18,894,662
108	Thomas	Campone	21	\$9,706,500	10.5	\$8,813,500	31.5	\$18,520,000
109	Megan	Tirpak	7	\$7,785,000	7	\$10,712,000	14	\$18,497,000
110	Richard	Kasper	15	\$13,069,813	7.5	\$5,364,443	22.5	\$18,434,256
111	Suzanne	Gignilliat	6	\$12,864,500	4.5	\$5,521,000	10.5	\$18,385,500
112	Daniel	Straus	11	\$16,231,277	1	\$2,100,000	12	\$18,331,277
113	Stefanie	Lavelle	17	\$10,463,000	13	\$7,654,025	30	\$18,117,025
114	Konrad	Dabrowski	6	\$17,209,250	1	\$610,000	7	\$17,819,250
115	Brian	Moon	7.5	\$4,873,500	16.5	\$12,937,555	24	\$17,811,055
116	Edward	Jelinek	9.5	\$7,239,500	16	\$10,315,500	25.5	\$17,555,000
117	Ken	Jungwirth	13.5	\$11,999,000	8.5	\$5,413,500	22	\$17,412,500
118	Cadey	O'Leary	6	\$9,973,300	6	\$7,331,000	12	\$17,304,300
119	Marco	Cesario	0	\$0	1	\$17,300,000	1	\$17,300,000
120	Dan	Nelson	5.5	\$2,467,769	28	\$14,739,893	33.5	\$17,207,662
121	Steven	Kehoe	13.5	\$9,633,100	8	\$7,424,000	21.5	\$17,057,100
122	Adam	Max	9	\$9,725,000	12	\$7,097,500	21	\$16,822,500
123	Michael	Scanlon	23	\$10,736,594	8.5	\$6,055,750	31.5	\$16,792,344
124	Olin	Eargle	11.5	\$4,953,000	21	\$11,829,999	32.5	\$16,782,999
125	Adam	Zagata	18	\$8,887,860	16	\$7,887,986	34	\$16,775,846
126	Jennifer	Romolo	6	\$3,372,729	19	\$13,369,229	25	\$16,741,958
127	Ryan	Huyler	11	\$10,935,000	5	\$5,744,000	16	\$16,679,000
128	Mark	Zipperer	21	\$7,757,550	19	\$8,677,400	40	\$16,434,950
129	Kimber	Galvin	6	\$4,363,834	15.5	\$12,062,500	21.5	\$16,426,334
130	Benjamin	Lissner	8	\$4,517,250	28	\$11,896,500	36	\$16,413,750
131	Michael	Greco	9.5	\$7,029,500	10	\$9,381,500	19.5	\$16,411,000
132	Olivia	Stohle	6.5	\$7,972,000	8	\$8,429,000	14.5	\$16,401,000
133	Amy	Duong	14.5	\$8,975,750	7.5	\$7,202,500	22	\$16,178,250
134	Bari	Levine	13.5	\$10,125,155	11	\$6,025,000	24.5	\$16,150,155

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Linda	Shaughnessy	4	\$6,352,510	8	\$9,730,000	12	\$16,082,510
136	Camille	Canales	5.5	\$3,744,500	20	\$12,331,730	25.5	\$16,076,230
137	Stephen	Hnatow	5	\$3,313,250	13	\$12,668,100	18	\$15,981,350
138	Stephanie	Turner	6.5	\$5,373,500	7.5	\$10,546,000	14	\$15,919,500
139	Zachary	Redden	9	\$6,707,500	13	\$9,179,000	22	\$15,886,500
140	Linda	Levin	9	\$9,698,500	5	\$6,153,500	14	\$15,852,000
141	Nicole	Hajdu	16	\$10,728,750	8.5	\$5,108,000	24.5	\$15,836,750
142	Brian	Pistorius	6.5	\$4,814,500	19	\$11,014,400	25.5	\$15,828,900
143	Shay	Hata	9.5	\$6,371,250	12	\$9,398,550	21.5	\$15,769,800
144	Molly	Boyd	11	\$7,726,500	6.5	\$7,944,500	17.5	\$15,671,000
145	Shawn	Nam	1	\$674,000	25	\$14,989,400	26	\$15,663,400
146	Anthony	Flora	11.5	\$15,625,874	0	\$0	11.5	\$15,625,874
147	Salvador	Gonzalez	25	\$9,396,900	21	\$6,214,000	46	\$15,610,900
148	Laura	Meier	6	\$4,362,000	10	\$11,242,400	16	\$15,604,400
149	Michael	Maier	28.5	\$11,830,500	10	\$3,584,000	38.5	\$15,414,500
150	Qiankun	Chen	13	\$5,541,000	22	\$9,845,900	35	\$15,386,900

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



GET SPOTLESS RESULTS,
every time.



CLEAN'D
CLEAN. RELAX. REPEAT.



Gift Cards Available

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

📞 312-209-9786 | 🌐 Cleand.us | 📱 @CleandGroup | ✉ Info@Cleand.us



usbank.com/mortgage



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

To learn more,
visit my mortgage loan
officer webpage.



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

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



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

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

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



Renovations *Simplified*

How it Works

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



Chat with *Mike*
Your Chicago
Renovation Expert

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



REAL ESTATE MOVES FAST.
**YOUR ATTORNEY
SHOULD TOO.**

Accessible. Responsive. Experienced.

Legal guidance designed to keep you,
your clients, and your transactions moving.

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



SHANE E. MOWERY
ATTORNEY AT LAW

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Stephanie	Cutter	13	\$8,334,000	9	\$7,052,500	22	\$15,386,500
152	Roman	Patzner	9	\$6,750,000	6	\$8,582,500	15	\$15,332,500
153	Amit	Vyas	6	\$7,337,000	5.5	\$7,966,500	11.5	\$15,303,500
154	Michael	Hall	12	\$10,634,000	6	\$4,601,900	18	\$15,235,900
155	Vincent	Anzalone	6.5	\$5,666,500	9.5	\$9,509,500	16	\$15,176,000
156	Gail	Spreen	20.5	\$11,714,000	7	\$3,364,500	27.5	\$15,078,500
157	Tony	Mattar	11	\$5,589,750	17.5	\$9,456,500	28.5	\$15,046,250
158	Leila	Zammatta	8	\$15,032,500	0	\$0	8	\$15,032,500
159	Joy	Larkin	4	\$8,679,000	4	\$6,325,000	8	\$15,004,000
160	Nicole	Flores	11.5	\$8,311,750	14	\$6,670,000	25.5	\$14,981,750
161	Stephanie	Loverde	12	\$7,564,500	8	\$7,410,094	20	\$14,974,594
162	Mariah	Dell	3	\$2,585,750	8	\$12,342,500	11	\$14,928,250
163	Kevin	Wood	5	\$13,572,000	1	\$1,260,000	6	\$14,832,000
164	Robert	Sullivan	14	\$10,414,000	7	\$4,368,000	21	\$14,782,000
165	Jeremiah	Fisher	11	\$6,962,750	9	\$7,688,000	20	\$14,650,750
166	Kristin	Gonnella	8.5	\$6,674,425	11	\$7,925,529	19.5	\$14,599,954
167	Peter	Green	7	\$5,388,500	11	\$9,131,500	18	\$14,520,000
168	Camie	Cirrincione	6	\$3,275,000	20	\$11,220,500	26	\$14,495,500
169	Bridget	Sheahan	11	\$11,559,000	2	\$2,830,000	13	\$14,389,000
170	Craig	Wolf	5.5	\$7,977,000	4	\$6,364,000	9.5	\$14,341,000
171	Christopher	Pertile	9	\$7,487,500	6	\$6,797,925	15	\$14,285,425
172	James	Demarco	10	\$8,486,700	7	\$5,727,000	17	\$14,213,700
173	Kate	Gaffey	3.5	\$2,404,000	16.5	\$11,736,500	20	\$14,140,500
174	Landon	Harper	4	\$6,922,500	6.5	\$7,108,000	10.5	\$14,030,500
175	Rose	Leversha	9	\$9,036,250	5	\$4,959,100	14	\$13,995,350
176	Brian	Loomis	8	\$8,850,000	6	\$5,143,000	14	\$13,993,000
177	Michael	Saladino	15	\$8,126,700	15	\$5,863,737	30	\$13,990,437
178	Brady	Miller	14.5	\$6,046,660	19	\$7,939,000	33.5	\$13,985,660
179	Patrick	Teets	8	\$5,458,500	6	\$8,479,000	14	\$13,937,500
180	Jonathon	Spradling	4.5	\$4,788,000	3	\$9,118,528	7.5	\$13,906,528
181	Scott	Berg	29	\$13,835,900	0	\$0	29	\$13,835,900
182	Steven	Powers	7.5	\$6,898,750	6	\$6,886,500	13.5	\$13,785,250
183	Katherine	Malkin	0.5	\$647,500	3	\$12,977,000	3.5	\$13,624,500
184	Melinda	Jakovich-Lagrange	4.5	\$4,737,000	3.5	\$8,795,000	8	\$13,532,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Natasha	Motev	8	\$10,531,500	2	\$2,862,000	10	\$13,393,500
186	Tanner	Peterson	7	\$10,096,750	3	\$3,248,500	10	\$13,345,250
187	Benjamin	Yeager	9	\$13,327,500	0	\$0	9	\$13,327,500
188	Thomas	Gibbons	11	\$12,057,600	2	\$1,250,000	13	\$13,307,600
189	Mark	Ahmad	12.5	\$9,812,500	4	\$3,493,000	16.5	\$13,305,500
190	Quentin	Green Iii	8.5	\$6,208,500	9	\$7,085,000	17.5	\$13,293,500
191	Matt	Mercer	3	\$2,162,375	8	\$10,997,500	11	\$13,159,875
192	Chris	Gomes	5	\$4,838,500	10.5	\$8,178,900	15.5	\$13,017,400
193	Jacob	Tasharski	5	\$5,449,900	7	\$7,557,500	12	\$13,007,400
194	Christopher	Katsulis	3.5	\$3,232,500	13	\$9,694,999	16.5	\$12,927,499
195	Danielle	Inendino	12.5	\$6,863,007	10	\$6,063,000	22.5	\$12,926,007
196	Gwen	Stark	8	\$4,568,000	14	\$8,281,400	22	\$12,849,400
197	Man Ching	Ng	15	\$8,227,800	7	\$4,617,000	22	\$12,844,800
198	Brad	Zibung	9	\$4,903,250	11.5	\$7,940,999	20.5	\$12,844,249
199	Eugene	Abbott	6	\$4,360,000	11	\$8,448,250	17	\$12,808,250
200	John	Charmelo	8	\$10,630,500	4	\$2,120,200	12	\$12,750,700

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

Designed to *Impress*. Staged to *Sell*.



GH

Glam House

HOME STAGING

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

Let's Make Your Listings Stand Out

Partner with us today!

630-430-5418
GlamHouseStaging.com

KOHLER x STUDIO MCGEE



All About Blinds

EXPERT WINDOW TREATMENTS

BEAUTIFUL. FUNCTIONAL.
MADE FOR YOU.

PRECISE MEASUREMENT
& PROFESSIONAL
INSTALLATION

QUALITY PRODUCTS
FOR STYLE, PRIVACY
& EFFICIENCY

MOTORIZED OPTIONS
WITH SMART CONTROL



STUDIO41
HOME DESIGN SHOWROOM

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

*Proudly woman- &
minority-owned.*

SCHEDULE AN
IN-HOME CONSULTATION
630-539-9100
AABlinds.com



TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Kaylin	Goldstein	5	\$4,075,500	7	\$8,638,500	12	\$12,714,000
202	Michael	Samm	11	\$7,455,000	8	\$5,236,400	19	\$12,691,400
203	Jennifer	Laskov	3	\$2,590,500	6	\$10,024,500	9	\$12,615,000
204	Melanie	Carlson	7	\$5,474,000	7.5	\$7,113,000	14.5	\$12,587,000
205	Richard	Anselmo	7.5	\$8,307,000	2	\$4,149,000	9.5	\$12,456,000
206	Keith	Goad	10	\$8,497,383	6	\$3,898,000	16	\$12,395,383
207	Brooke	Vanderbok	6.5	\$6,702,000	4	\$5,596,000	10.5	\$12,298,000
208	Robin	Phelps	9.5	\$7,860,900	4.5	\$4,399,000	14	\$12,259,900
209	Lyn	Harvie	12	\$6,089,000	10	\$6,116,400	22	\$12,205,400
210	Samuel	Ciochon	9	\$4,519,000	13	\$7,607,345	22	\$12,126,345
211	Mark	Dollard	9	\$4,562,500	7	\$7,562,000	16	\$12,124,500
212	Thomas	Moran	7	\$7,779,000	3	\$4,260,000	10	\$12,039,000
213	Erin	Feinerman	8.5	\$3,981,000	12	\$7,997,000	20.5	\$11,978,000
214	Frank	Montro	32	\$9,853,850	10.5	\$2,106,900	42.5	\$11,960,750
215	Adele	Lang	3.5	\$2,207,500	16	\$9,703,499	19.5	\$11,910,999
216	Steven	Zaleski	4	\$6,060,000	6	\$5,822,500	10	\$11,882,500
217	Brett	Novack	4.5	\$3,023,414	8	\$8,856,000	12.5	\$11,879,414
218	Courtney	Welsch	8	\$5,401,000	10	\$6,471,500	18	\$11,872,500
219	An-An	Ku	12	\$6,564,250	8	\$5,284,102	20	\$11,848,352
220	Stacey	Dombar	14.5	\$8,006,000	7	\$3,817,000	21.5	\$11,823,000
221	Jordan	Pomputis	18	\$11,470,200	1	\$325,000	19	\$11,795,200
222	Steven	Jurgens	6	\$6,743,000	4	\$4,993,100	10	\$11,736,100
223	Tere	Proctor	4	\$8,565,000	3	\$3,139,000	7	\$11,704,000
224	Rachel	Krueger	2	\$3,225,000	3	\$8,475,000	5	\$11,700,000
225	Andrew	Castillon	4	\$2,410,500	10	\$9,278,900	14	\$11,689,400
226	Pablo	Galarza	18	\$6,117,200	26.5	\$5,551,500	44.5	\$11,668,700
227	John	Grafft	6	\$6,882,000	7	\$4,771,000	13	\$11,653,000
228	Edward	Grochowiak	8.5	\$4,878,355	9	\$6,771,400	17.5	\$11,649,755
229	Philip	Leigh	2.5	\$7,158,362	3	\$4,480,000	5.5	\$11,638,362
230	Michelle	Schroeder	3.5	\$5,902,500	9.5	\$5,729,900	13	\$11,632,400
231	Marika	Kakhiani	11	\$11,628,000	0	\$0	11	\$11,628,000
232	Liz	Jones	6.5	\$4,279,500	9.5	\$7,331,750	16	\$11,611,250
233	Ryan	Hardy	6	\$9,062,000	5	\$2,509,000	11	\$11,571,000
234	Jennifer	Liu	10	\$11,552,000	0	\$0	10	\$11,552,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Tom	McCarey	2	\$1,615,000	8	\$9,931,000	10	\$11,546,000
236	Justin	Lucas	4.5	\$8,281,250	7.5	\$3,233,000	12	\$11,514,250
237	Khadija	Laurens	4	\$6,086,000	2	\$5,425,000	6	\$11,511,000
238	Elizabeth	Lothamer	3.5	\$3,805,450	5	\$7,704,300	8.5	\$11,509,750
239	Michele	Gubser	6	\$2,656,650	10	\$8,847,379	16	\$11,504,029
240	Emily	Smart Lemire	2	\$1,475,500	5	\$9,960,000	7	\$11,435,500
241	Nafisa	Muradova	4.5	\$3,525,500	7	\$7,900,000	11.5	\$11,425,500
242	Jennifer	Evans Piet	6	\$7,150,000	6	\$4,249,000	12	\$11,399,000
243	Michael	Hampton	15	\$11,307,000	0	\$0	15	\$11,307,000
244	Christopher	Norton	7	\$6,795,750	5	\$4,470,326	12	\$11,266,076
245	Ned	Malley	1	\$5,600,000	1	\$5,600,000	2	\$11,200,000
246	James	Sheehan	7	\$9,446,250	1	\$1,700,000	8	\$11,146,250
247	Kevin	Bigoness	6	\$7,118,500	3	\$4,020,000	9	\$11,138,500
248	Allon	Skidelsky	0	\$0	5	\$11,107,500	5	\$11,107,500
249	Alex	Entratter	2	\$1,452,000	13	\$9,652,000	15	\$11,104,000
250	Rafael	Murillo	7	\$7,521,888	4	\$3,550,000	11	\$11,071,888

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

Chicagoland's Trusted Historical & Luxury Home Inspection Experts.

TRUSTED FOR 30+ YEARS

PARTNER WITH KEESHIN
(773) 871-2356
KEESHININSPECTION.COM

Stuart
Keeshin,
Owner



KEESHIN
INSPECTION SERVICES, INC.





“Emma is an extension of our team. Our clients love her communication, strategy and professionalism.”
— CHICAGO REALTOR

TRUSTED BY CLIENTS. *Recommended* BY REALTORS. ♥

— REAL ESTATE IS BUILT ON **RELATIONSHIPS**. SO IS MY BUSINESS. —

For more than 20 years, I've partnered with Chicago Realtors to help clients make confident home financing decisions through thoughtful strategy, exceptional communication, and a commitment to making every transaction feel seamless.



RELATIONSHIPS FIRST
Building lasting relationships with clients, Realtors and partners—not just closing loans.



A TRUE REALTOR PARTNER
Proactive communication, dependable closings, and always available when you need us.



CHICAGO MARKET EXPERTISE
From first-time buyers and condos to luxury homes, self-employed, multi-units and investments.



STRATEGIC FINANCING
Creative solutions and customized strategies for every client and every scenario.



20+ YEARS OF EXPERIENCE
Thousands of families helped navigate every type of market with confidence.



EMMA BUTLER GROUP

📞 773.741.1094
🌐 www.EmmaButlerGroup.com
✉ TeamButler@NeighborhoodLoans.com
📍 Proudly serving Chicago and surrounding communities
NMLS# 223759



Let's connect!

neighborhoodloans
Your Neighborhood Lender

Neighborhood Loans, 1233 Butterfield Rd., Suite 600, Downers Grove, IL 60515, NMLS# 222962. All loans are subject to credit approval. Programs, terms, and conditions are subject to change without notice.



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

hwahomewarranty.com • 888.492.7359



Over 25 Years combined experience!



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



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

HELP YOUR LISTINGS FIND THEIR FOREVER HOME FASTER.

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

BEFORE

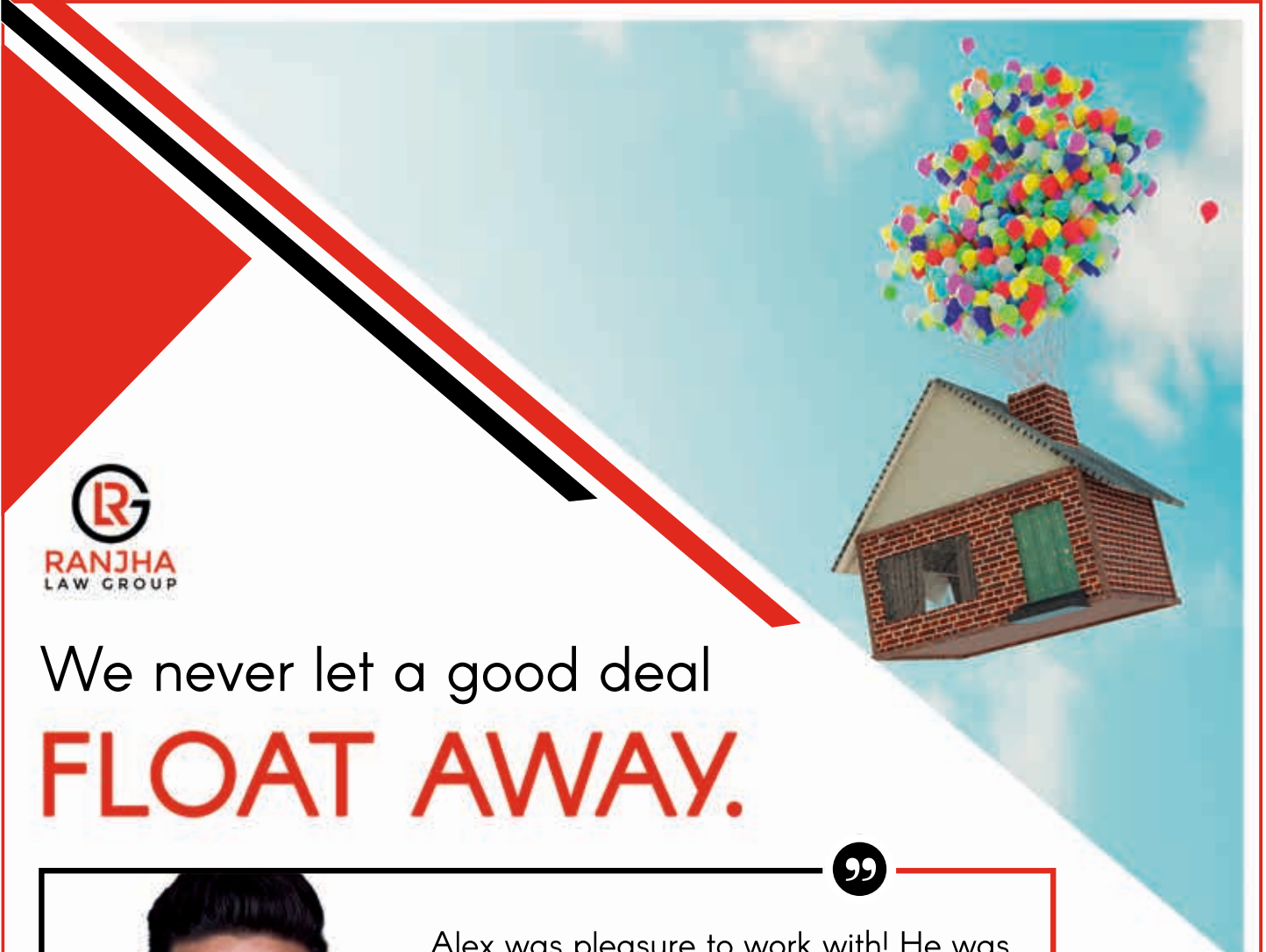


AFTER



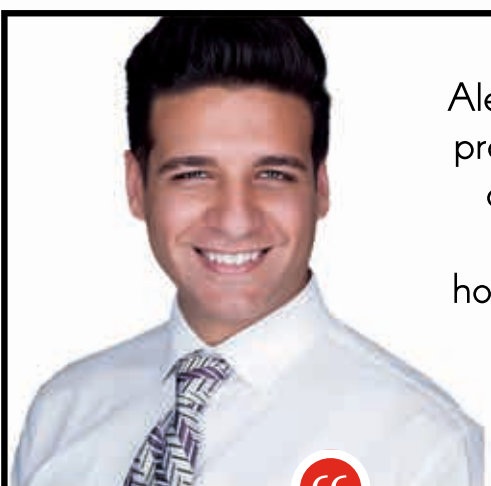
847-674-7500 mrfloor.com info@mrfloor.com

MR. FLOOR COMPANIES
EST. 1987





We never let a good deal **FLOAT AWAY.**



“

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

-YAMEN A.

”

CLOSE YOUR NEXT DEAL WITH US!

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

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

Real Estate | Estate Planning | Entity Formations

 ranjha@ranjhalaw.com  www.ranjhalaw.com

64 • October 2026

Pest-Free Peace of Mind

Don't let fall invaders like **stink bugs, Asian beetles, or boxelder bugs** move in this season. We protect homes and businesses with trusted, family-safe solutions.

We are a local resource for your team and clients.

Book a free Lunch & Learn!

We'll equip you with essential pest knowledge to protect deals and add value to your service.



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



800-GOT-PESTS?
RosePestControl.com

ROSE[®]
PEST SOLUTIONS