

CHICAGOLAND

real data

RESIDENTIAL 2016

TOP AGENTS • TOP OFFICES

Introduction

Real Data is a residential real estate report that *Chicago Agent* publishes every quarter online. We also publish a yearly report, and this year we are devoting an entire issue to it. In this supplemental download, you'll find the top 20 offices and agents in each of Chicagoland's six counties in 2016. You can also find these numbers on our website at chicagoagentmagazine.com/real-data/2016-2/

2016 was a successful year for Chicagoland's agents and offices. Both Chicagoland's top 20 agents and top 20 offices experienced a 9.43 percent increase in total sales volume over 2015. Chicagoland's top 20 agents sold \$2.363 billion in 2016 and accounted for 4,800 closings. The top 20 Chicagoland offices had a total sales volume of \$13.394 billion, with more than 30,000 closings across the top 20 offices.

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Top Agents 2016 - Chicagoland

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Jeffrey Lowe	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	159	\$157.35	92	\$95.64	\$255.64
2	Emily Sachs Wong	@properties	Chicago	83	\$98.23	51	\$87.42	\$185.65
3	Jane Lee	RE/MAX Top Performers	Lake Bluff	265	\$85.15	223	\$77.07	\$162.22
4	Jennifer Ames	Coldwell Banker Residential Brokerage	Chicago	105	\$124.40	33	\$37.56	\$161.95
5	Mario Greco	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	216	\$102.67	97	\$40.52	\$143.19
6	Dawn McKenna	Coldwell Banker Residential Brokerage	Hinsdale	54	\$83.45	42	\$56.21	\$139.65
7	Matt Laricy	Americorp, Ltd	Chicago	96	\$33.34	201	\$91.87	\$125.22
8	Robert Picciariello	Prelo Realty, Inc.	Chicago	334	\$110.07	4	\$1.59	\$111.67
9	Christopher Naatz	Chris Naatz	Vernon Hills	307	\$97.51	2	\$0.58	\$98.09
10	Sarah Leonard	RE/MAX Suburban	Schaumburg	213	\$53.00	179	\$44.81	\$97.80
11	Leslie McDonnell	RE/MAX Suburban	Libertyville	162	\$57.12	104	\$38.48	\$95.60
12	Leigh Marcus	@properties	Chicago	128	\$67.56	37	\$26.80	\$94.37
13	Tim Schiller	@properties	Elmhurst	81	\$46.63	87	\$47.22	\$93.86
14	Bryan Bomba	Coldwell Banker Residential Brokerage	Hinsdale	48	\$50.78	43	\$41.92	\$92.70
15	Linda Feinstein	Re/Max Signature Homes	Hinsdale	86	\$68.21	30	\$21.78	\$89.99
16	Matthew Kombrink	RE/MAX All Pro	St. Charles	272	\$62.70	84	\$24.36	\$87.05
17	Amy Kite	Keller Williams Infinity	Naperville	280	\$62.03	97	\$22.04	\$84.07
18	Jennifer Mills	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	92	\$49.48	58	\$34.13	\$83.61
19	Karen Biazar	North Clybourn Group, Inc.	Chicago	138	\$74.60	13	\$8.39	\$82.98
20	Debora McKay	Coldwell Banker Residential Brokerage	St. Charles	94	\$47.26	70	\$30.06	\$77.32

Top Offices 2016 - Chicagoland

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	@properties	1875 N. Damen Avenue, Chicago	1230	\$603.65	1188	\$539.03	\$1,142.69
2	@properties	548 W. Webster Ave, Chicago	942	\$569.30	975	\$554.11	\$1,123.41
3	@properties	1586 N. Clybourn, Chicago	1148	\$510.83	1054	\$496.58	\$1,007.41
4	Coldwell Banker Residential Brokerage	1840 N. Clark, Chicago	865	\$445.65	769	\$377.60	\$823.25
5	Jameson Sotheby's International Realty	425 W. North Ave., Chicago	802	\$441.61	693	\$340.72	\$782.33
6	@properties	212 E. Ohio, Suite 200, Chicago	683	\$310.49	770	\$345.96	\$656.45
7	Coldwell Banker Residential Brokerage	8 E Hinsdale Ave., Hinsdale	579	\$373.91	536	\$325.31	\$699.22
8	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	1800 N. Clybourn Ave, Chicago	869	\$402.52	657	\$288.13	\$690.65
9	Baird & Warner	836 West 75th Street, Naperville	1115	\$352.54	910	\$283.42	\$635.95
10	Baird & Warner	737 N. Michigan Ave #1800, Chicago	493	\$299.68	417	\$263.50	\$563.18
11	@properties	30 Green Bay Road, Winnetka	473	\$404.93	386	\$318.71	\$723.64
12	Redfin Corporation	1200 N. Ashland, Suite 500, Chicago	316	\$124.03	907	\$417.87	\$541.89
13	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	2301 N. Clark St., Suite #202, Chicago	459	\$307.90	454	\$227.60	\$535.50
14	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	900 N. Michigan Ave. #800 Chicago	1002	\$291.70	580	\$281.89	\$573.58
15	Charles Rutenberg Realty of IL	1733 Park, Suite #150, Naperville	858	\$198.66	1352	\$321.06	\$519.73
16	Coldwell Banker Residential Brokerage	967 W. 75th Street Naperville	873	\$282.20	758	\$229.81	\$512.01
17	Keller Williams Infinity	608 S. Washington, Suite 100, Naperville	997	\$255.48	838	\$224.71	\$480.19
18	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	980 N. Michigan Ave., Chicago	443	\$243.16	444	\$228.74	\$471.90
19	Dream Town Realty	1950 N. Sedgwick St., Chicago	450	\$177.76	694	\$282.28	\$460.04
20	Dream Town Realty	4553 N. Lincoln Ave., Chicago	545	\$205.00	613	\$246.00	\$451.00

Top Agents 2016 - Cook

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Jeffrey Lowe	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	159	\$157.35	89	\$93.79	\$251.15
2	Emily Sachs Wong	@properties	Chicago	83	\$98.23	51	\$87.42	\$185.65
3	Jennifer Ames	Coldwell Banker Residential Brokerage	Chicago	105	\$124.40	33	\$37.56	\$161.95
4	Mario Greco	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	212	\$98.48	92	\$37.81	\$136.30
5	Matt Laricy	Americorp, Ltd	Chicago	95	\$33.08	199	\$91.49	\$124.58
6	Leigh Marcus	@properties	Chicago	125	\$67.56	36	\$26.80	\$94.37
7	Karen Biazar	North Clybourn Group, Inc.	Chicago	138	\$74.60	13	\$8.39	\$82.98
8	Jennifer Mills	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	89	\$48.39	53	\$32.07	\$80.46
9	Philip Skowron	@properties	Chicago	30	\$58.81	8	\$13.16	\$71.97
10	Robert Picciariello	Prelo Realty, Inc.	Chicago	197	\$66.29	4	\$1.59	\$67.89
11	Chezi Rafaeli	Coldwell Banker Residential Brokerage	Chicago	31	\$36.65	22	\$30.59	\$67.24
12	Joe Zimmerman	Keller Williams Chicago-O'Hare	Chicago	64	\$26.58	91	\$40.35	\$66.94
13	Scott Newman	Newman Realty	Chicago	127	\$31.53	86	\$34.33	\$65.86
14	Frank Capitanini	Coldwell Banker Residential Brokerage	Winnetka	34	\$35.64	25	\$28.09	\$63.74
15	Sophia Klopas	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	58	\$37.08	42	\$25.85	\$62.93
16	Lisa Madonia	@properties	Chicago	10	\$34.87	8	\$27.08	\$61.96
17	Melanie Giglio	Jameson Sotheby's International Realty	Chicago	60	\$33.55	46	\$26.84	\$60.39
18	Brad Lippitz	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Chicago	41	\$31.95	36	\$28.15	\$60.10
19	Millie Rosenbloom	Baird & Warner	Chicago	36	\$39.85	19	\$18.99	\$58.85
20	Missy Jerfita	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Glenview	52	\$36.73	27	\$21.39	\$58.12

Top Offices 2016 - Cook

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	@properties	1875 N. Damen Avenue, Chicago	1193	\$580.99	1188	\$551.02	\$1,132.02
2	@properties	548 W. Webster Ave, Chicago	868	\$517.43	862	\$494.47	\$1,011.90
3	@properties	1586 N. Clybourn, Chicago	1055	\$464.27	1001	\$467.42	\$931.69
4	Coldwell Banker Residential Brokerage	1840 N. Clark, Chicago	859	\$443.47	737	\$363.79	\$807.26
5	Jameson Sotheby's International Realty	425 W. North Ave., Chicago	765	\$404.86	645	\$323.28	\$728.15
6	@properties - Cook	212 E. Ohio Suite 200, Chicago	695	\$318.64	795	\$352.45	\$671.08
7	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	1800 N. Clybourn Ave., Chicago	851	\$393.36	623	\$274.41	\$667.77
8	Baird & Warner	737 N. Michigan Ave #1800, Chicago	486	\$297.22	408	\$260.56	\$557.77
9	Redfin Corporation	1200 N. Ashland Suite 500, Chicago	316	\$124.03	901	\$414.62	\$538.65
10	@properties	30 Green Bay Road, Winnetka	338	\$303.83	252	\$216.39	\$520.22
11	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	2301 N. Clark St. Suite #202, Chicago	431	\$300.54	412	\$215.06	\$515.60
12	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	900 N. Michigan Ave. #800, Chicago	450	\$246.95	473	\$260.66	\$507.61
13	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	980 N. Michigan Ave., Chicago	420	\$231.98	406	\$212.82	\$444.81
14	Dream Town Realty	4553 N. Lincoln Ave., Chicago	537	\$203.19	586	\$238.26	\$441.45
15	Dream Town Realty	1950 N. Sedgwick St., Chicago	433	\$170.57	651	\$267.83	\$438.40
16	@properties	3101 N. Greenview, Chicago	516	\$217.61	445	\$215.10	\$432.71
17	Baird & Warner	2762 N. Lincoln Ave. #C2, Chicago	432	\$203.35	420	\$208.66	\$412.01
18	Coldwell Banker Residential Brokerage	568 Lincoln Avenue, Winnetka	232	\$206.57	201	\$173.95	\$380.52
19	@properties	618 W. Fulton, Chicago	474	\$192.08	321	\$151.45	\$343.53
20	Coldwell Banker Residential Brokerage	676 N. Michigan Suite #3010, Chicago	291	\$159.05	301	\$165.72	\$324.78

Top Agents 2016 - DuPage

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Dawn McKenna	Coldwell Banker Residential Brokerage	Hinsdale	38	\$62.16	31	\$43.48	\$105.64
2	Tim Schiller	@properties	Elmhurst	76	\$51.20	74	\$43.82	\$95.02
3	Linda Feinstein	Re/Max Signature Homes	Hinsdale	70	\$44.76	21	\$41.90	\$86.66
4	Bryan Bomba	Coldwell Banker Residential Brokerage	Hinsdale	48	\$59.99	47	\$17.09	\$77.07
5	Pat Murray	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	Glen Ellyn	84	\$33.72	54	\$19.95	\$53.68
6	Maureen Rooney	Keller Williams Premiere Properties	Glen Ellyn	57	\$28.34	28	\$14.12	\$42.46
7	Matthew McCollum	Keller Williams Premiere Properties	Glen Ellyn	45	\$21.20	36	\$18.89	\$40.09
8	Lance Kammes	RE/MAX Suburban	Wheaton	75	\$22.90	56	\$14.86	\$37.76
9	Thomas Makinney	@properties	Elmhurst	45	\$23.30	28	\$12.71	\$36.01
10	Cindy Banks	RE/MAX Cornerstone	West Chicago	80	\$25.81	16	\$6.54	\$32.36
11	Joseph Champagne	Keller Williams Premiere Properties	Glen Ellyn	33	\$18.78	27	\$10.53	\$29.36
12	Litsa Lekatsos	RE/MAX Suburban	Glen Ellyn	36	\$13.90	32	\$12.23	\$26.13
13	William White	Baird & Warner	Naperville	36	\$15.02	15	\$11.02	\$26.05
14	Kim Lotka	Coldwell Banker Residential Brokerage	Hinsdale	21	\$17.75	17	\$6.47	\$24.22
15	Beth Burt	Baird & Warner Real Estate	Hinsdale	14	\$13.74	14	\$10.24	\$23.98
16	Alice Chin	Keller Williams Infinity	Naperville	42	\$17.00	19	\$6.59	\$23.59
17	Sondra Savino	Redfin Corporation	Chicago	15	\$16.70	6	\$6.55	\$23.26
18	Patrick Turley	Keller Williams Premiere Properties	Glen Ellyn	33	\$15.15	16	\$7.37	\$22.52
19	Jan Morel	Coldwell Banker Residential Brokerage	Hinsdale	15	\$12.34	12	\$10.11	\$22.45
20	Michael Berg	Berg Properties	Oak Park	56	\$15.63	8	\$6.70	\$22.33

Top Offices 2016 - DuPage

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Coldwell Banker Residential Brokerage	8 E. Hinsdale Ave, Hinsdale	380	\$267.56	328	\$222.55	\$490.11
2	Baird & Warner	836 West 75th Street, Naperville	480	\$163.15	387	\$126.68	\$289.83
3	Keller Williams Premiere Properties	45 S. Park Blvd. Suite 300, Glen Ellyn	428	\$166.51	330	\$122.83	\$289.34
4	@properties	130 W. Park, Elmhurst	241	\$123.05	250	\$117.63	\$240.68
5	Coldwell Banker Residential Brokerage	967 W. 75th Street, Naperville	362	\$129.06	303	\$101.87	\$230.93
6	RE/MAX of Naperville	1200 Iroquois Naperville	350	\$105.99	246	\$80.37	\$186.36
7	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	35 S. Washington St., Hinsdale	148	\$89.89	153	\$93.27	\$183.16
8	RE/MAX Action	1550 Maple Ave Lisle	400	\$99.04	282	\$80.33	\$179.37
9	Keller Williams Infinity	608 S. Washington, Suite 100, Naperville	298	\$88.01	291	\$88.49	\$176.50
10	john greene Realtor	1311 S. Route 59, Naperville	253	\$95.79	220	\$75.72	\$171.51
11	Platinum Partners Realtors	5200 Main Street, Downers Grove	274	\$92.81	218	\$69.22	\$162.03
12	Coldwell Banker Residential Brokerage	610 E. Roosevelt Rd, Wheaton	319	\$84.61	260	\$68.74	\$153.36
13	Baird & Warner	724 Ogden Avenue, Downers Grove	244	\$79.07	210	\$73.52	\$152.59
14	Baird & Warner	543 Pennsylvania Ave, Glen Ellyn	228	\$82.34	182	\$62.78	\$145.12
15	RE/MAX Signature Homes	22 N. Lincoln, Hinsdale	134	\$83.02	99	\$50.19	\$133.21
16	L.W. Reedy Real Estate	101 N. York St, Elmhurst	167	\$67.60	151	\$60.61	\$128.22
17	Charles Rutenberg Realty of IL	1733 Park Suite #150, Naperville	200	\$49.68	291	\$78.00	\$127.68
18	RE/MAX Suburban	1417 N. Main St, Wheaton	255	\$75.39	173	\$47.97	\$123.35
19	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	550 Pennsylvania Avenue, Glen Ellyn	178	\$69.35	139	\$51.51	\$120.86
20	RE/MAX Professionals Select	2272 95th St., Suite 200, Naperville	216	\$62.60	166	\$51.29	\$113.89

Top Agents 2016 - Kane

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Debora McKay	Coldwell Banker Residential Brokerage	St. Charles	82	\$44.06	57	\$26.71	\$70.77
2	Matthew Kombrink	RE/MAX All Pro	St. Charles	108	\$30.79	54	\$15.95	\$46.74
3	Tamara O'Connor	Premier Living Properties	St. Charles	70	\$25.88	33	\$10.87	\$36.75
4	Robert Wisdom	RE/MAX Horizon	Elgin	134	\$27.08	37	\$8.61	\$35.69
5	Alex Rullo	RE/MAX All Pro	St. Charles	66	\$22.33	32	\$10.36	\$32.69
6	Sarah Leonard	RE/MAX Suburban	Schaumburg	75	\$18.76	47	\$10.93	\$29.69
7	Kathy Brothers	RE/MAX Excels	Geneva	91	\$18.12	38	\$8.63	\$26.75
8	Lynn Purcell	Baird & Warner	St. Charles	43	\$16.28	30	\$9.87	\$26.15
9	Stephanie Doherty	Coldwell Banker Residential Brokerage	St. Charles	34	\$11.30	40	\$14.21	\$25.51
10	Bill Flemming	Homesmart Connect LLC	Arlington Heights	29	\$13.14	23	\$10.58	\$23.72
11	Ginny Sylvester	Hemming & Sylvester Properties	Geneva	44	\$17.72	17	\$5.99	\$23.71
12	Kari Kohler	Coldwell Banker Residential Brokerage	St. Charles	42	\$18.00	23	\$6.69	\$24.70
13	Mary Reuter Kenney	RE/MAX Excels	Geneva	46	\$15.64	22	\$5.88	\$21.52
14	Jeffrey Jordan	RE/MAX Excels	Geneva	54	\$15.38	21	\$5.46	\$20.83
15	Melissa Garcia	RE/MAX All Pro	Sugar Grove	50	\$10.24	25	\$6.49	\$16.73
16	Katie Hemming	Hemming & Sylvester Properties	Geneva	20	\$8.62	21	\$7.08	\$15.70
17	Dawn Recchia	Baird & Warner	St. Charles	29	\$9.97	9	\$4.28	\$14.25
18	Joyce Courtney	The HomeCourt Real Estate	Geneva	25	\$7.96	20	\$6.06	\$14.02
19	Kelly Durbala	Baird & Warner	St. Charles	35	\$8.72	17	\$4.89	\$13.60
20	Veronica Heaton	Veronica's Realty	Geneva	26	\$8.16	13	\$4.33	\$11.49

Top Offices 2016 - Kane

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Baird & Warner	962 South Randall Road, St. Charles	439	\$133.44	334	\$101.38	\$234.82
2	RE/MAX Excels	1772 South Randall Road. Suite 100, Geneva	425	\$125.59	282	\$79.44	\$205.03
3	Coldwell Banker Residential Brokerage	2690 E. Main Street, St. Charles	243	\$93.20	184	\$66.58	\$159.78
4	RE/MAX All Pro	40W160 Campton Crossing Dr., St. Charles	243	\$72.92	142	\$42.97	\$115.90
5	RE/MAX Horizon	374 N. McLean, Elgin	315	\$59.86	219	\$40.37	\$100.23
6	Keller Williams Fox Valley	1450 W. Main Street, Suite G, St. Charles	144	\$37.36	142	\$35.29	\$72.65
7	Premier Living Properties	2020 Dean Street #L2A, St. Charles	144	\$43.93	99	\$26.14	\$70.06
8	RE/MAX Town & Country	1128 Prairie St., Aurora	201	\$39.61	116	\$24.36	\$63.97
9	Charles Rutenberg Realty of IL	1733 Park Suite #150, Naperville	123	\$27.00	164	\$33.72	\$60.72
10	Keller Williams Infinity	608 S. Washington, Suite 100, Naperville	114	\$25.79	114	\$27.94	\$53.73
11	Hemming & Sylvester Properties	107 South 2nd Street, Geneva	82	\$31.43	57	\$19.31	\$50.74
12	Baird & Warner	836 West 75th Street, Naperville	107	\$24.81	90	\$23.67	\$48.48
13	RE/MAX Suburban	2311 W. Schaumburg Road, Schaumburg	91	\$22.00	74	\$17.58	\$39.58
14	Baird & Warner Real Estate	2160 Randall Road, Carpentersville	96	\$20.95	84	\$17.90	\$38.86
15	Coldwell Banker Honig-Bell	415 East State Street, Geneva	77	\$22.51	58	\$16.11	\$38.62
16	Century 21 New Heritage	120 West Oak Knoll Drive, Hampshire	108	\$22.25	72	\$15.73	\$37.97
17	Huntley Realty	13320 Village Green Drive, Huntley	94	\$21.74	61	\$14.50	\$36.25
18	Berkshire Hathaway HomeServices Starck Real Estate	1300 Larkin Ave., Elgin	122	\$22.79	63	\$10.97	\$33.76
19	Homesmart Connect LLC	3030 Salt Creek Lane #145, Arlington Heights	35	\$14.32	58	\$17.46	\$31.78
20	Coldwell Banker Residential Brokerage	967 W. 75th Street, Naperville	56	\$13.81	71	\$17.36	\$31.17

Top Agents 2016 - Lake

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Jane Lee	RE/MAX Top Performers	Lake Bluff	220	\$70.66	116	\$44.87	\$115.53
2	Leslie McDonnell	RE/MAX Suburban	Libertyville	155	\$55.05	97	\$35.45	\$90.50
3	Samantha Kalamaras	@properties	Libertyville	58	\$29.42	34	\$16.63	\$46.05
4	Margie Brooks	Baird & Warner	Highland Park	30	\$26.84	14	\$11.40	\$38.24
5	Marco Amidei	RE/MAX Suburban	Libertyville	62	\$15.90	58	\$18.28	\$34.18
6	Andee Hausman	RE/MAX Suburban	Buffalo Grove	65	\$22.59	31	\$10.46	\$32.73
7	Helen Oliveri	Keller Williams Realty Partners, LLC	Park Ridge	49	\$18.90	11	\$10.40	\$29.30
8	Lisa Wolf	Keller Williams Success Realty	Gurnee	47	\$21.28	23	\$7.94	\$29.22
9	John Morrison	@properties	Barrington	31	\$16.40	18	\$11.33	\$27.74
10	Jean Anderson	Berkshire Hathaway HomeServices KoenigRubloff	Lake Forest	14	\$13.47	46	\$14.09	\$27.56
11	Andra O'Neill	@properties	Lake Forest	20	\$16.15	19	\$10.28	\$26.43
12	Magdalena Lybolt	Prime Real Estate	Schererville	87	\$18.98	6	\$7.18	\$26.15
13	Ted Pickus	@properties	Highland Park	30	\$15.60	48	\$8.77	\$24.37
14	Judy Greenberg	Coldwell Banker Residential Brokerage	Long Grove	36	\$17.95	11	\$5.71	\$23.66
15	Lori Mattice	RE/MAX Showcase	Gurnee	91	\$14.34	57	\$9.02	\$23.36
16	Maria Wilhelm	Pulte Homes/Del Webb	Schaumburg	29	\$18.26	7	\$4.95	\$23.21
17	Jayne Petty	Berkshire Hathaway HomeServices Starck Real Estate	McHenry	4	\$13.98	34	\$8.05	\$22.03
18	Anna Klarck	AK Homes	Vernon Hills	56	\$11.09	2	\$10.89	\$21.98
19	Christine Lee	RE/MAX Showcase	Long Grove	40	\$16.78	12	\$5.13	\$21.91
20	Kat Becker	RE/MAX Advantage Realty	Antioch	68	\$14.15	36	\$7.61	\$21.76

Top Offices 2016 - Lake

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Berkshire Hathaway HomeServices KoenigRubloff Realty Group	778 N. Western Ave., Lake Forest	176	\$142.52	122	\$73.08	\$215.60
2	RE/MAX Suburban	1344 South Milwaukee Avenue, Libertyville	435	\$122.48	306	\$86.54	\$209.02
3	Century 21 Kreuser & Seiler	200 N. Milwaukee Avenue, Libertyville	261	\$84.77	288	\$122.34	\$207.12
4	@properties	210 S. Milwaukee Avenue, Libertyville	302	\$98.59	282	\$85.51	\$184.11
5	Baird & Warner	216 Peterson Rd, Libertyville	439	\$92.30	342	\$76.01	\$168.31
6	Coldwell Banker Residential Brokerage	225 E. Deerpath, Suite 50, Lake Forest	119	\$85.43	104	\$81.68	\$167.11
7	Coldwell Banker Residential Brokerage	1133 S. Milwaukee Ave, Libertyville	330	\$79.56	323	\$64.46	\$144.03
8	@properties	607 Central Ave, Highland Park	144	\$74.96	112	\$54.55	\$129.51
9	Coldwell Banker Residential Brokerage	1741 Second Street, Highland Park	129	\$65.70	101	\$59.91	\$125.61
10	RE/MAX Top Performers	28986 North Waukegan Road, Lake Bluff	224	\$72.01	135	\$50.28	\$122.30
11	Baird & Warner	1920 Sheridan Road, Highland Park	96	\$61.62	97	\$57.44	\$119.06
12	RE/MAX Showcase	25884 E. IL Route 83, Long Grove	225	\$64.86	196	\$52.43	\$117.30
13	Griffith, Grant & Lackie	280 E. Deerpath Road, Lake Forest	67	\$58.61	59	\$57.06	\$115.67
14	Coldwell Banker Residential Brokerage	4192 IL Route 83. #F, Long Grove	184	\$71.33	132	\$43.09	\$114.42
15	Coldwell Banker Residential Brokerage	740 Waukegan Road, Deerfield	126	\$61.44	104	\$51.02	\$112.47
16	@properties	600 N. Western Avenue, Lake Forest	90	\$57.13	68	\$42.04	\$99.17
17	RE/MAX Showcase	5445 Grand Avenue Suite 200, Gurnee	354	\$54.67	271	\$41.45	\$96.12
18	RE/MAX Suburban	1125 Weiland Road, Buffalo Grove	151	\$49.13	100	\$34.17	\$83.30
19	RE/MAX Center	100 N. Atkinson Road, Grayslake	179	\$40.27	189	\$42.88	\$83.15
20	@properties	508 S. Northwest Highway, Barrington	91	\$48.53	66	\$28.97	\$77.49

Top Agents 2016 - McHenry

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Tyler Lewke	Keller Williams Success Realty	Crystal Lake	95	\$19.98	77	\$15.51	\$35.48
2	Richard O'Connor	Realty Executives Cornerstone	Crystal Lake	133	\$20.64	26	\$4.10	\$24.75
3	Lorrie Groth	Century 21 New Heritage	Hampshire	63	\$18.09	4	\$1.10	\$19.19
4	Sarah Leonard	RE/MAX Suburban	Schaumburg	34	\$13.03	19	\$4.02	\$17.05
5	Richard Toepper	RE/MAX Unlimited Northwest	Crystal Lake	58	\$7.55	40	\$9.40	\$16.95
6	Rick Bellairs	Berkshire Hathaway HomeServices Starck Real Estate	Woodstock	39	\$9.08	21	\$6.60	\$15.68
7	Kimberly Keefe	RE/MAX Plaza	Woodstock	49	\$9.01	28	\$5.30	\$14.32
8	Sharon Gidley	RE/MAX Unlimited Northwest	Algonquin	45	\$10.48	17	\$3.82	\$14.31
9	Ben Broughton	RE/MAX Connections II	Marengo	37	\$7.46	26	\$6.44	\$13.90
10	Sara Mitchell	Century 21 New Heritage	Hampshire	32	\$8.44	20	\$4.60	\$13.04
11	Kay Wirth	RE/MAX Unlimited Northwest	Crystal Lake	36	\$8.83	17	\$3.80	\$12.62
12	Marj Carpenter	RE/MAX Unlimited Northwest	Crystal Lake	51	\$8.82	19	\$3.64	\$12.45
13	Arturo Flores	Success Realty Partners	Woodstock	18	\$2.50	81	\$8.92	\$11.42
14	Paul Hespen	Berkshire Hathaway HomeServices Starck Real Estate	Crystal Lake	33	\$7.34	18	\$4.07	\$11.41
15	Mary Opfer	RE/MAX Unlimited Northwest	Crystal Lake	26	\$6.22	18	\$4.78	\$10.99
16	Sue Perdue	Baird & Warner	Crystal Lake	23	\$6.64	13	\$3.54	\$10.17
17	Carol Hoefler	RE/MAX Unlimited Northwest	Algonquin	21	\$5.91	14	\$3.55	\$9.46
18	Heidi Peterson	RE/MAX Plaza	McHenry	24	\$5.61	15	\$3.54	\$9.15
19	Marilyn Little	Berkshire Hathaway HomeServices Starck Real Estate	Crystal Lake	21	\$5.61	14	\$2.85	\$8.46
20	Karen Goins	RE/MAX Unlimited Northwest	Algonquin	24	\$5.53	11	\$2.81	\$8.34

Top Office 2016 - McHenry

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Berkshire Hathaway HomeServices Starck Real Estate	330 W. Virginia Street, Crystal Lake	241	\$60.53	205	\$44.41	\$104.94
2	RE/MAX Unlimited Northwes	7107 Pingree Road, Suite 1, Crystal Lake	239	\$51.43	129	\$27.94	\$79.37
3	RE/MAX Unlimited Northwest	2405 Harnish Dr., Algonquin	211	\$47.12	130	\$29.20	\$76.31
4	RE/MAX Plaza	4005 W. Kane Ave, McHenry	186	\$33.56	166	\$32.06	\$65.62
5	Century 21 New Heritage	120 West Oak Knoll Drive, Hampshire	138	\$36.25	76	\$17.52	\$53.76
6	Century 21 Roberts & Andrews	3717 W. Elm Street, McHenry	162	\$26.40	134	\$21.93	\$48.34
7	Baird & Warner	230 W. Virginia St. Suite 400, Crystal Lake	115	\$28.11	87	\$19.76	\$47.86
8	Keller Williams Success Realty	43 E. Crystal Lake Ave., Crystal Lake	112	\$23.50	103	\$20.92	\$44.42
9	Berkshire Hathaway HomeServices Starck Real Estate	803 Front Street, McHenry	100	\$21.92	112	\$22.14	\$44.06
10	RE/MAX of Barrington	306 W. Northwest Highway, Barrington	103	\$25.13	67	\$14.53	\$39.65
11	RE/MAX Plaza	112 N. Benton Woodstock	121	\$21.10	96	\$16.05	\$37.15
12	@properties	508 S. Northwest Highway, Barrington	60	\$16.65	67	\$16.91	\$33.56
13	RE/MAX Connections II	402 E. Grant Hwy., Marengo	83	\$15.33	89	\$18.20	\$33.53
14	Baird & Warner	230 W. Virginia Street Suite 400, Crystal Lake	72	\$15.35	79	\$17.85	\$33.20
15	Keller Williams Success Realty	600 Hart Road #105, Barrington	41	\$13.55	81	\$16.82	\$30.37
16	Berkshire Hathaway HomeServices Starck Real Estate	1710 S. Eastwood Dr., Woodstock	87	\$18.35	47	\$11.68	\$30.02
17	Baird & Warner	754 W. Northwest Highway, Barrington	65	\$15.79	60	\$12.80	\$28.59
18	Huntley Realty	13320 Village Green Drive, Huntley	78	\$17.63	49	\$10.85	\$28.47
19	Berkshire Hathaway HomeServices Starck Real Estate	112 Cass Street, Woodstock	75	\$16.60	57	\$11.10	\$27.71
20	Coldwell Banker Honig-Bell	451 Coventry Lane, Crystal Lake	67	\$13.04	69	\$14.15	\$27.19

Top Agents 2016 - Will

	Agent	Brokerage	City	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Robert Kroll	Century 21 Pride Realty	Mokena	93	\$27.72	29	\$9.37	\$37.09
2	Mike McCatty	Century 21 Affiliated	Orland Park	36	\$15.59	33	\$10.80	\$26.39
3	Edward Lukasik	RE/MAX Professionals	Bolingbrook	134	\$24.93	4	\$0.96	\$25.89
4	James Murphy	Murphy Real Estate Group	Frankfort	38	\$16.24	16	\$6.74	\$22.98
5	David Cobb	RE/MAX 10 New Lenox	New Lenox	58	\$14.93	19	\$5.06	\$19.99
6	Kimberly Wirtz	Century 21 Affiliated	Lockport	63	\$14.67	22	\$5.23	\$19.90
7	Susan Scheuber	RE/MAX Ultimate Professionals	Shorewood	56	\$11.413	32	\$7.63	\$19.04
8	Dawn Dause	RE/MAX Ultimate Professionals	Shorewood	53	\$11.79	29	\$7.00	\$18.79
9	Joseph Siwinski	Lincoln-Way Realty, Inc	Mokena	59	\$15.80	12	\$2.57	\$18.37
10	Janet Scanlan	Century 21 Pride Realty	New Lenox	25	\$9.99	25	\$8.20	\$18.20
11	S Lee Hansen	Coldwell Banker Honig-Bell	New Lenox	70	\$13.53	17	\$4.53	\$18.06
12	Ellen Williams	Coldwell Banker Honig-Bell	Plainfield	48	\$10.98	26	\$6.10	\$17.09
13	Jill Clark	Baird & Warner	Naperville	26	\$15.76	4	\$1.30	\$17.05
14	Brent Wilk	Wilk Real Estate	Orland Park	56	\$10.85	22	\$4.92	\$15.76
15	Cristy Trepachko	Chase Real Estate, LLC	Naperville	53	\$9.88	39	\$5.37	\$15.24
16	Kim Noonan	RE/MAX 10 New Lenox	New Lenox	36	\$10.97	17	\$4.11	\$15.08
17	Christine Wilczek	Realty Executives Elite	Lemont	27	\$9.94	12	\$3.61	\$13.55
18	Alice Chin	Keller Williams Infinity	Naperville	24	\$8.07	15	\$4.82	\$12.89
19	Jeff Stainer	RE/MAX Action	Lisle	24	\$10.31	7	\$2.17	\$12.48
20	Ron Wexler	Keller Williams Preferred Realty	Orland Park	27	\$7.23	21	\$5.13	\$12.36

Top Offices 2016 - Will

	Office	Address	List-side Sales	List-side Volume (millions)	Buy-side Sales	Buy-side Volume (millions)	Total Volume (millions)
1	Baird & Warner	836 West 75th Street, Naperville	305	\$108.03	251	\$78.28	\$186.31
2	Coldwell Banker Residential Brokerage	967 West 75th Street, Naperville	334	\$108.27	253	\$76.70	\$184.96
3	john greene Realtor	1311 S. Route 59, Naperville	263	\$87.07	198	\$61.90	\$148.97
4	RE/MAX of Naperville	1200 Iroquois, Naperville	214	\$60.05	198	\$59.01	\$119.07
5	RE/MAX Professionals Select	2272 95th St., Suite 200, Naperville	247	\$70.66	166	\$45.42	\$116.08
6	Keller Williams Preferred Realty	16123 S. LaGrange Road Orland Park	192	\$50.30	209	\$47.69	\$98.00
7	Keller Williams Infinity	608 S. Washington, Suite 100, Naperville	201	\$53.77	152	\$41.83	\$95.59
8	Coldwell Banker Residential Brokerage	14470 S. LaGrange Rd. Ste #104, Orland Park	175	\$45.41	197	\$48.33	\$93.74
9	Charles Rutenberg Realty of IL	1733 Park Suite #150, Naperville	122	\$28.14	249	\$59.29	\$87.42
10	RE/MAX Ultimate Professionals	576 Brookforest Ave, Shorewood	214	\$47.11	147	\$30.32	\$77.43
11	RE/MAX Action	1550 Maple Ave, Lisle	153	\$39.17	144	\$34.13	\$73.30
12	Century 21 Pride Realty	18700 S. Wolf Rd. Ste 106, Mokena	157	\$44.48	82	\$24.05	\$68.53
13	RE/MAX 10 New Lenox	1938 E. Lincoln Highway #218, New Lenox	138	\$37.48	82	\$20.19	\$57.67
14	RE/MAX Synergy	15607 S. Harlem Avenue, Orland Park	120	\$30.21	111	\$26.32	\$56.53
15	Century 21 Affiliated	15812 S. Wolf Road, Orland Park	75	\$25.11	109	\$30.07	\$55.18
16	Baird & Warner	9145 W. 151st St., Orland Park	89	\$23.07	105	\$28.59	\$51.66
17	Coldwell Banker Honig-Bell	119 Capista Drive, Shorewood	175	\$27.61	153	\$23.61	\$51.22
18	Century 21 Pride Realty	208 N. Cedar Rd., New Lenox	95	\$25.76	95	\$23.85	\$49.61
19	Coldwell Banker Honig-Bell	1413 E. Lincoln Highway, New Lenox	138	\$26.76	92	\$19.94	\$46.70
20	Century 21 Affiliated	1213 E. 9th Street, Lockport	129	\$26.14	114	\$20.27	\$46.41