

SELLING *the* SHORE

Real estate on the North Shore has changed dramatically in the past three years. Homebuyers and sellers need an agent who possesses market expertise, deep knowledge of the area's much sought-after offerings, sharp negotiation skills, marketing savvy, client commitment, and professionalism. As part of *Sheridan Road's* annual Home & Design issue, we invited the North Shore's top producers, as determined by their impressive 2022 activity, to participate in a special feature celebrating the best of the best in luxury real estate. These prestigious professionals share the secrets to their success, the special attributes that set them apart, and their market analysis for 2023 in *SELLING THE SHORE*.

PRODUCED BY KEMMIE RYAN

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LEANNA ERNEST, J. ST. JAIMES, & MELISSA MULL*

PAULA M. AVENAIM & ERICA SWANSEY

"Anything is possible!" is a sentiment that Paula M. Avenaim, a newly nominated Board Director at North Shore-Barrington Association of Realtors, echoes as she leads the North Shore real estate market along with Erica Swansey. Both Paula and Erica are with Jameson Sotheby's International Realty and bring years of experience to the table with their Avenaim & Swansey Luxury Homes. Upon graduating from college, Paula gained a background in title services, eventually owning her own Title Company and becoming an expert in the area. Erica honed her skills using her degree in design and nearly a decade of real estate experience. These seasoned agents effectively balance client needs with family life, all while supporting fellow female entrepreneurs.

How do you differentiate yourself from the competition?

Paula M. Avenaim: I have 24 years of Title experience which I believe gives me the ability to support my clients on every level throughout the entire process of either purchasing or selling. I can answer the many questions that arise with ease.

Erica Swansey: Every day I wake up with hustle in my blood. One has to be learning, investing locally, and keeping a finger on the pulse of the neighborhoods, new developments, and current market trends in order to stay relevant and provide top-tier service.

Who inspires you right now?

Paula: My three boys who always amaze me. And, my late fiancé, Jeff Fisher, who was the bravest person I know and the biggest champion for my business since day one.

What do you like most about real estate?

Erica: I feel I've served a great purpose when I place keys to a buyer's new home into their hands and say, "Congratulations on your new home." I derive an equal amount of joy when I help a client sell their home and help them move onto the next chapter of their life.

Paula M. Avenaim & Erica Swansey are with Jameson Sotheby's International Realty. For more information, call 773-988-7341 (Paula) or 312-282-9404 (Erica), or visit paulaavenaim.jamesonsir.com (Paula) or ericaswansey.jamesonsir.com (Erica).

Erica Swansey,
Paula M. Avenaim



IZABELA DIANOVSKY

After over two decades of owning businesses in luxury new construction, investment properties, and apartment building renovations, Jameson Sotheby's International Realty broker Izabela Dianovsky made her way into real estate, establishing a solid client base on the North Shore. Today, she prides herself on uncompromising dedication to her team and is proud to represent renown developer and designer, Noah Properties and Lisek Interiors.

What do you like most about real estate?

Selling a lifestyle that comes with the one-of-a-kind new construction spec home. I have the privilege to work with the best people on both sides, Noah Properties and Lisek Interiors as my clients, as well as other brokers and their clients. It gives me great satisfaction to see wonderful families move into each house and start their life on the North Shore.

How do you differentiate yourself from the competition?

I'm results driven with an emphasis on integrity and kindness. Once we have trust and respect, everything else will follow and fall into place beautifully.

Who inspires you right now?

Considering my passion for design, and past education in interior architecture, my biggest inspiration, hands down, at this moment is Anita Lisek and her creativity. She's an energy ball full of ideas and a vision for incredible spaces.

Advice for a new agent?

Collaboration is the key to succeed at anything in life.

Most looking forward to in 2023?

I strongly believe in The Law of Attraction. For me 2023 is the year of allowing all good things to materialize into reality, with my hard work and determination. I am looking forward to ending this year with a smile and a peaceful heart.

Izabela Dianovsky is with Jameson Sotheby's International Realty. For more information, call 847-409-5173, or visit izabeladianovsky.jamesonsir.com.

ANNIE CHALLENGER

Annie Challenger with Baird & Warner North Shore was born and raised in Winnetka. The mother of seven didn't move far, as she chose to raise her family in Northfield before creating a successful career in real estate. She has grown to command the luxury real estate market, last year securing one of the biggest sales the North Shore has ever seen at almost \$13 million. In addition, Annie and her husband, Michael Jayko, own Your Dog's Guru, Inc., a top-level dog training business. She is a passionate community volunteer with Winnetka Community House and New Trier High School.

What do you like most about real estate?

Real estate is unique in that each client brings a novel set of circumstances. I believe that success is contingent on the ability to view every opportunity as a chance to grow. I've always gravitated towards helping people through difficult times and my clients are my top priority. Supporting people as they close one door and open another is extremely fulfilling and elevates my sense of purpose.

How do you differentiate yourself from the competition?

I am dedicated, thoughtful, heartfelt, and lead with integrity above all else. I take the time to understand my clients and ensure that each experience is tailored to their needs. My goal is to make every transaction easier by shouldering the burden of all the moving parts.

Best thing about 2022?

Personally, I couldn't be more proud of my children. Among my seven children, I had two daughters get married and one of my sons received his master's degree from NYU. Professionally, I had one of my best years ever and met so many wonderful people along the way. I am fortunate to end 2022 on such a high note.

Annie Challenger is with Baird & Warner North Shore. For more information, call 847-528-8287 or visit bairdwarner.com/agent/106135-annie-challenger.



HOUDA CHEDID

With a background in art history and French, as well as years of experience in luxury real estate, Coldwell Banker's Houda Chedid, brings strong and creative negotiating skills, an energetic attitude, and international affiliations to the North Shore real estate market. She consistently ranks in the top 1 percent of sales nationally for Coldwell Banker, something she's accomplished by representing many historically significant and lakefront properties. When Houda isn't helping buyers and sellers, she dedicates her time to volunteering with local nonprofits in the communities she serves—something that is of the utmost importance to her.

How do you differentiate yourself from the competition?

I strive on my client's happiness and satisfaction. I'm there, side-by-side from the start to guide them.

Who inspires you right now?

I'm always inspired by my three successful children and their love for their professions and their families. I see how they are raising my grandchildren with love, compassion, and the highest care, and I am so proud!

Most difficult aspect of being in the real estate business?

Real estate is a profession where you must love what you do and do it right. Respect and trust yourself as well as your colleagues. Together you can help the most important people in any transaction—THE CLIENTS.

Most looking forward to in 2023?

For someone who has traveled extensively and speaks a few languages, I believe there is no place like the North Shore. It is a beautiful place to live and raise a family. Every year brings new experiences within the real estate industry. This year, I am looking forward to meeting new families moving to the North Shore, and helping others choosing to retire into the sunset.

Houda Chedid is with Coldwell Banker Realty. For more information, visit houdachedid.com.

DAVE & AMY CHUNG

Husband and wife team, Dave & Amy Chung, have a keen understanding of the North Shore communities they serve. As residents of the North Shore, Dave & Amy with Compass, have personal experience with the neighborhoods, schools, and organizations that make the area unique. Their deep market knowledge, mixed with a background in filmmaking, digital marketing, hospitality, and construction, make them the perfect team to guide buyers and sellers through the real estate market, no matter the climate.

What do you like most about real estate?

We really value getting to know our clients and helping them achieve their goals. Using our past experiences to guide them through the entire buying/selling process is so rewarding for us!

How do you differentiate yourself from the competition?

We believe our design skills, marketing expertise, and relationships set us apart from the competition. We personally design and stage our listings using our own warehouse of materials and furnishings to present exactly what potential buyers are looking for. As for marketing, both of us worked as filmmakers at Disney before becoming agents. We leverage that creative experience to market our properties in innovative and cutting-edge ways. We pride ourselves on building strong relationships within the North Shore agent community. When agents have good working relationships and clear communication with each other, everyone wins.

Best thing about 2022?

Seven years ago, we started in real estate to develop and sell our own properties. In 2022, we became the No. 1 Agent in Wilmette, which is a true honor. It has been a privilege to represent so many buyers and sellers in our hometown, especially in a highly competitive marketplace where inventory remains low.

Dave & Amy Chung are with Compass. For more information, visit daveandamychung.com.



PAIGE DOOLEY

Radiating positive energy, Paige Dooley, a 30-year resident of Winnetka, is intimately familiar with all of the communities and clients she represents along the North Shore. Her expertise as a market analyst, her solutions driven mindset plus her unwavering work ethic earns her the respect and trust of each of her clients. Consistently a market leader in Winnetka and New Trier, Dooley with Compass, has sold more than \$1 billion in real estate. With diverse life and work experience, Dooley and her team bring a 360-degree approach to navigating the art and science of real estate.

How do you differentiate yourself from the competition?

My hallmark work ethic and *joie de vivre*—tireless analysis and unique insights combined with my fully engaged understanding of the nuances of beauty and value, create unparalleled expertise—all with a sense of humor mixed in.

Market trends you anticipate in 2023?

The trend of home as sanctuary will continue with a combination of bright open spaces mixed with private spaces for working and spending more time at home.

Areas of the home one should invest in?

The kitchen continues to be the heart of the house for all consumer segments and unequivocally the greatest value and ROI within a home.

Best thing about 2022?

In addition to helping more clients than ever find and sell their homes, our family celebrated so much life and welcomed a new family member at our first family wedding—we finally got a girl!

Most looking forward to in 2023?

As a lifelong student of our market, I am optimistic for 2023: a rebalancing combined with earnest buyers indicate strength in the North Shore with more demand than supply.

Paige Dooley is with Compass. For more information, call 847-609-0963 or visit compass.com/agents/paige-dooley.

JODY DICKSTEIN & MICHAEL DICKSTEIN

Known as “The Luxury Home Listers,” Jody Dickstein and her son Michael Dickstein, have a keen ability to make clients feel comfortable in their homes. Specializing in homes ranging from \$500,000 to \$10 million, The Dickstein Group is not only highly skilled at negotiating, but expert stagers and available around the clock.

How do you differentiate yourselves from the competition?

We have the ability to help our sellers and buyers with design ideas and staging to sell. We are always available for our clients. We love to negotiate the best price for them and keep the market time short. We always accompany our showings; we are not fans of lock boxes on a client’s home. It’s a stressful time for the buyers and sellers and we let them know, “relax, we will do all the work.”

Areas of the home one should invest in?

Kitchen, baths, and mechanical updates. Outside curb appeal is also important. Make it clean, light up the landscape, plant some pretty flowers, and paint the front door.

Advice for a new agent?

We love when new agents start in real estate. It opens opportunities for all of us. We tell them to team up with a seasoned agent for some of their first transactions, so they are comfortable with the process.

Most looking forward to in 2023?

We are looking forward to a fresh, new market—one that resets and normalizes. It was tough for buyers the past few years.

Jody Dickstein & Michael Dickstein are with @properties Christie’s International Real Estate. For more information, call 847-651-7100 or visit thedicksteingroup.com.



NANCY GIBSON

Consistently ranked as one of the most successful realtors on the North Shore, Nancy Gibson has been the No. 1 agent in her hometown of Northbrook for the last 21 consecutive years and the top 1 percent of all realtors. Nancy enthusiastically combines experience, hard work and state-of-the-art marketing along with exceptional service and caring advice to ensure every client has a seamless and enjoyable experience. Nancy is appreciative of her repeat referral business which has helped her earn recognition in *Chicago Magazine*, *Crain's Chicago Business*, *Who's Who in America*, *Unique Homes*, *Chicago Agent*, and the Merchandise Mart *LuxeHome*.

What do you like most about real estate?

Excitement! What other job lets you sell different products in different areas with different people? And what other job lets you see first-hand the absolute joy that comes with helping to find a dream home for your buyers? I love this job!

How do you differentiate yourself from the competition?

While 30-plus years of successful experience in the industry unquestionably gives me an unparalleled knowledge of the marketplace and expertise in negotiating, I am, and always have been, a stager and have my own staging materials. The ability to "see" simple steps, such as rearrangement of furniture or neutralizing a seller's home has helped obtain more money for them and staging advice has also helped my buyers "see" what a dated house could be with a small amount of effort and money.

Most difficult aspect of being in the real estate business?

Being able to change gears—fast! I liken a real estate professional's job to that of a tax accountant—except you don't know when tax time is. Really good realtors are masters at multitasking and are experts at quickly adjusting their schedules to accommodate their clients' changing needs.

Nancy Gibson is with @properties Christie's International Real Estate. For more information, call 847-363-9880 or email nancy@number1nancy.com.

Location designed by
Inspired Interiors. Not
listed for sale.





LAURIE FIELD

A seasoned Engel & Völkers Chicago North Shore real estate advisor and Highland Park native, Laurie Field actively researches the North Shore to stay atop the latest trends, offering clients unique solutions in any market. She is known for her proactive communication, resourcefulness, problem-solving mindset and white-glove service.

What do you like most about real estate?

I cherish the lasting relationships that come from my satisfied clients. Knowing my clients are happy and that I've eased their stress throughout their entire home sale or buying process gives me great pleasure.

How do you differentiate yourself from the competition?

I am an excellent communicator. The process of selling or buying a house can be overwhelming and I make the experience easier through frequent communication. I stay in constant contact so my clients always know I'm available to advise them.

Areas of the home one should invest in?

It depends on your budget. A fresh coat of paint can work wonders. Updating light fixtures can change the look and feel of a room. With a larger budget, upgrade your bathrooms. Kitchen renovation is the best and most splurge worthy place to invest.

Advice for a new agent?

Selling real estate is a full-time, professional career. Clients deserve your knowledge and guidance. Be honorable. This is what I pride myself on.

Laurie Field is with Engel & Völkers Chicago North Shore. For more information, call 312-504-7010 or visit lauriefield.evrealstate.com.

ANN GEORGE

An award-winning broker for 37 years and a lifelong resident of the North Shore, Ann George with Engel & Völkers Chicago North Shore, offers her clients intimate knowledge, insight, and access to the area's finest communities. Ann believes that the business of real estate goes far beyond the transaction. She provides personal service long after the closing and believes in making her clients' lives and the community around her better. When she isn't connecting buyers and sellers, Ann is passionate about her work with the National Alliance on Mental Illness, serving as the Co-President of the organization's board.

What do you like most about real estate?

It is a privilege and a pleasure to see the joy my clients experience when they know they have found their dream home.

How do you differentiate yourself from the competition?

I believe in traditional methods of selling your home: having beautiful photographs, showing it with enthusiasm to prospective buyers, staying apprised with the competition, and all of the proven techniques that go into selling a home at the highest possible price.

Who inspires you right now?

The people of Ukraine.

Best thing about 2022?

The excitement and challenges of a robust spring housing market. The year began with low inventory on the North Shore, and was out paced by increased demand. Many multiple offers and lower interest rates drove the prices up.

Most looking forward to in 2023?

A more balanced and "back to normal" housing market.

Ann George is with Engel & Völkers Chicago North Shore. For more information, call 847-989-8012 or visit anngeorge.evrealstate.com.



MONA HELLINGA & FLOR HASSELBRING

After working on opposite sides of the negotiating table, Berkshire Hathaway HomeService Chicago's Mona Hellinga and Flor Hasselbring have joined forces to bring unrivaled service to their clients on the North Shore. As the No. 1 agents in the Berkshire Hathaway HomeServices Lake Forest office, Mona and Flor have a client-first approach to business. They provide high-value customer service and believe that a disciplined commitment to the client's goals will always result in the best service and outcome.

What do you like most about real estate?

Every day presents unique challenges, and we meet the most interesting people! It is a privilege to guide clients during significant transitional times in their lives. We love it when buyers find their perfect homes, and sellers achieve or exceed their financial objectives.

How do you differentiate yourself from the competition?

When people hire us, they get two seasoned professionals! Whatever the circumstances, we have been down similar paths before and bring a wealth of experience to every situation. Mona has been a top North Shore broker since 1995 after a long stint in medical sales. Flor became a dedicated North Shore broker in 2005 and has managed a robust relocation division. Now, we guide every deal together.

Best thing about 2022?

With over \$82 million in 2022 sales, we hit a stride and didn't miss a beat. We were busy, efficient, and effective. We navigated many multiple offers, and it was gratifying to guide clients through these multi-faceted negotiations.

Most looking forward to in 2023?

We are excited to interact with new and repeat clients. Our clients motivate us every day, and they often become friends for life. We are grateful when they enter our lives and give us the opportunity to help them achieve their dreams.

Mona Hellinga and Flor Hasselbring are with Berkshire Hathaway HomeServices Chicago's Lake Forest office. For more information, call 847-814-1855 (Mona) or 847-997-1901 (Flor), or visit hellingahasselbring.com.

Flor Hasselbring,
Mona Hellinga



PHOTO BY PHIL GOLDMAN PHOTOGRAPHY

ELIZABETH JAKAITIS

Berkshire Hathaway HomeServices luxury broker Elizabeth Jakaitis brings her love of community and passion for real estate to buyers and sellers along the North Shore. A resident of the area for nearly 30 years, Elizabeth is very familiar with and volunteered with the local schools and community organizations—most recently with the Lake Forest Caucus. In 2005, she called upon her sales acumen and interior design experience to launch her real estate business and has consistently been an award-winning top producer ever since. In 2022, she was in the top 2 percent in the nation and earned a Chairman's Circle Gold Award.

What do you like most about real estate?

Simply put, I love helping people! It's an honor to assist people with one of the most transformational events in their life.

How do you differentiate yourself from the competition?

It's top priority to go above and beyond for my clients. I run my business like a concierge service. In addition to finding the right home, I've matched nannies, housekeepers and more with families, for example. Also, understanding the process can at times feel stressful, my calm and optimistic working style tends to go a long way in making my clients' experience as seamless as possible. And I love to lend my keen eye for design! It's a personal joy to collaborate on how a space can be transformed and best suit the life my clients envision in their new home.

Trends people should avoid before selling their home?

Once sellers decide to sell their home, it becomes a product. With that in mind, the goal is to ensure it appeals to the widest audience. To make this happen, I use a market preparation process that assesses current housing trends and provide data-driven, actionable steps to set sellers up for success. First impressions are so important, so sellers and I work as a team to make the home absolutely shine.

Elizabeth Jakaitis is with Berkshire Hathaway HomeServices Chicago. For more information, call 847-840-7842 or visit elizabethjakaitis.bhhschicago.com.

JOANNE KERSTEN HUDSON

For more than 30 years, Joanne Kersten Hudson has made a career out of doing what she loves—helping her clients find what’s best for them, whether that’s moving, staying in their home, or customizing their living space to accommodate their changing needs. Joanne and her husband Steve co-founded The Hudson Company on the North Shore in 2001 and enjoyed 17 years there before their firm was acquired by Compass in 2017. Today, she continues to rank among the top one percent of brokers nationwide—something she’s accomplished for more than 25 years.

How do you differentiate yourself from the competition?

My clients tell me they find it refreshing to work with me because I am genuine, transparent, knowledgeable, direct, and calm. I listen to my clients and I learn a lot that way.

Who inspires you right now?

I am inspired by so many people but right now my husband and my clients inspire me the most. They are kind, hardworking, intelligent, ethical, interesting and interested—the attributes I value the most.

Trends people should avoid before selling their home?

I think the market is getting a little tired of gray and white décor and sub-par craftsmanship and materials. Don’t be afraid of a little color! Quality workmanship and materials, whether it be light fixtures or carpets, always prevail so if a project is in the works, try to complete the work with the best quality possible.

Advice for a new agent?

Everything you do, whether it be helping someone find a small rental or helping a young couple find their first home, all matters tremendously to your clients. Treat every meeting and transaction with the devotion and respect it deserves and you will build your business. Remember to treat your fellow brokers with respect and to take excellent care of your clients!

Most looking forward to in 2023?

Doing what I have always done —helping my clients achieve their goals one strategic step at time ... and maybe exercising a little more!

Joanne Kersten Hudson is with Compass. For more information, call 847-971-5024 or email joanne.hudson@compass.com.



SELLING THE SHORE



ANDY MROWIEC & MARINA CARNEY

Compass's Marina Carney and Andy Mrowiec joined forces 24 years ago to create a North Shore team known for their pulse on the local market. Since 1999, Marina and Andy consistently rank in the top 1 percent in volume in Illinois and top 2 percent nationally. They pride themselves on being "in the know" on all things local and making the buying and selling process seamless and enjoyable for their clients. With more than \$900 million in career sales, this dynamic duo believes in strategic relationships with agents across the globe, something their clients have greatly benefited from for more than two decades.

What do you like most about real estate?

Meeting new people and introducing them to a house that becomes a home.

How do you differentiate yourself from the competition?

Two heads are better than one. We share our knowledge with each other and our clients. We often have differing opinions and our clients benefit from having both perspectives.

Market trends you anticipate in 2023?

We expect inventory will be tight right through 2023, the finesse will be in the pricing, especially with the predicted recession.

Trends you think people should avoid before selling their home?

Keep it simple! Choose a neutral palette for home selling

preparation, for example, light over dark saturated colors, let the natural light in! Less is more, now more than ever.

What's the most difficult aspect of being in the real estate business?

It gets into your blood; it can be difficult to have boundaries. It is really 24/7/365 unless one has a true partnership like we do, and even then, in a fast market it is full-time, and it should be—it is someone else's money!

Best thing about 2022?

Completing \$77 million in sales in 2022 and \$900 million in career sales!

Marina Carney and Andy Mrowiec are with Compass. For more information, call 847-274-5566 (Marina) or 847-308-2589 (Andy), or visit thegglgroup.com/marina-carney-and-andy-mrowiec.

DEBBIE HYMEN

For Century 21 Circle broker Debbie Hymen the importance of community has always been at the forefront. A Highland Park resident for 40 years, Debbie has served on the local school board and professional committees, getting to know the people she works with regularly. This intimate knowledge of the North Shore communities mixed with her keen sense of marketing make Debbie a valuable source for buyers, sellers, and renters. She encourages her clients to be active participants in the real estate process.

What do you like most about real estate?

Meeting and helping others with the process of finding their most costly purchase or selling that place within which they built memories. Usually an emotional venture, it is my job to take the fear and sting out of the process.

How do you differentiate yourself from the competition?

I have always loved taking classes on rules, regulations, and various aspects of the ever-changing real estate business. I believe this helps me to be an honest and truthful broker.

Who inspires you right now?

Even though she has passed, Ruth Bader Ginsburg is someone who inspires me as she did not allow adversity to stand in her way when working for what is right—"truth and justice for all."

Market trends you anticipate in 2023?

I believe that people are still looking for a place to work and nest. Job situations have and will continue to change, pushing people to find spaces that accommodate at times two or three individuals working from home. As we are living longer, there are a number of senior individuals working through the downsizing process. All of these will encourage activity in the 2023 real estate market.

Debbie Hymen is with Century 21 Circle. For more information, call 847-609-5339 or visit debbiehymen.c21circle.com.

ANNIE ROYSTER LENZKE & KATIE MOOR

Clients have come to expect only the best from Lake Bluff/Lake Forest native Annie Royster Lenzke, and Winnetka's Katie Moor. These North Shore-based agents are part of the No. 8 team in the nation across all brokerages—the Dawn McKenna Group (DMG). Lenzke and Moor's charm and pulse on the market, mixed with DMG's stellar marketing, make them one of the area's top teams, year after year.

What do you like most about real estate?

We love the personal impact we have on our clients' lives. Not only are we dealing with a very large asset, but a home has such an important impact on everyday life. It is truly special to be able to make a difference at such a deep level.

How do you differentiate yourself from the competition?

DMG serves the North Shore, Western Suburbs, and Chicago, but also has team members in destinations like Naples, Florida, New Buffalo, Michigan, and Lake Geneva, Wisconsin. It is very powerful being able to assist our clients across markets, leverage our vast network of team connections, and see the impact of our marketing prowess that really differentiates our properties.

Best thing about 2022?

It was a record-breaking year of sales for us on the North Shore and for the greater DMG team. We impacted many more people in 2022. We are excited to build on this success in 2023.

Annie Royster Lenzke and Katie Moor are with The Dawn McKenna Group of Coldwell Banker Realty. For more information, call Lenzke with the Lake Forest office at 847-414-4045, or Moor with the Winnetka office at 847-282-0291, visit dawnmckennagroup.com, or follow @TheDawnMcKennaGroup @Annie.Royster.Lenzke @northshore_katiemoor on Instagram.



Pictured at 190 King Muir Road in Lake Forest – listed for sale by Annie Royster Lenzke.

KIM & CARLEIGH

North Shore natives and longtime friends, Kim Lonergan Shortsle and Carleigh Mia Goldsberry know how to make real estate fun. With backgrounds in marketing, interior design, and graphic design, Kim and Carleigh deliver outstanding personal service, intelligent market insights, and unparalleled knowledge of their community.

What do you like most about real estate?

Every day is completely different from the next. We never know who we're going to meet or what the day will bring.

How do you differentiate yourself from the competition?

For us, a home sale is not just a business deal, it's about helping our clients personally and emotionally through the process. We love what we do!

What inspires you right now?

We are so blessed that our kids watch their moms work hard every day. We are incredibly proud of the business we have built.

What's the most difficult aspect of being in the real estate business?

Managing heightened emotions during a major life change can be challenging, but we're up for it! Whether you need a phone call, or just a laugh, we are here for you.

Best thing about 2022?

Our "Best of the Best" awards trip to Playa Del Carmen was a big highlight. Fun in the sun with other top agents.

Most looking forward to in 2023?

Sky's the limit in 2023! We have many buyers who need homes, so let us know if you are considering making a move.

Kim Lonergan Shortsle & Carleigh Mia Goldsberry are with Berkshire Hathaway HomeServices Chicago. For more information, call 847-987-5702 (Kim) or 224-558-1993 (Carleigh), or visit kimandcarleigh.com.



SELLING THE SHORE



THE RESS GROUP

With more than 20 years of experience in the luxury residential and commercial real estate market, Kiki Ress and Ioannis Ress specialize in a variety of assets including luxury residential developments; commercial, industrial, and retail sales and leasing; and 1031 exchanges. Throughout each transaction, The Ress Group with Berkshire Hathaway HomeServices combines the art of real estate expertise with their premier marketing to create a world of opportunity for their buyers and sellers. Ioannis, a graduate of DePaul University with a degree in finance, gives North Shore clients an advantage while helping them through complex financial transactions. Kiki's years of experience with neighborhood knowledge and market insight set her apart. Together, Kiki and Ioannis work to achieve the maximum value for their buyers and sellers.

What do you like most about real estate?

Our favorite has to be our clients. Being trusted by our clients with the biggest investments that they make in their lifetime is truly an honor. Not only do we stay in touch with them, but we have created so many lasting friendships built on the traditional value of service emphasizing excellence.

How do you differentiate yourself from the competition?

We use the latest technology and marketing. Our expert negotiation tactics always command the best results for our clients and result in a successful real estate experience. This has created a building block for our successful residential and commercial business.

Most looking forward to in 2023?

An exciting new real estate market and helping all of our past, present, and future clients navigate through it. We strive to face a challenging market head on and will help our buyers and sellers to understand and feel at ease with our expert knowledge.

The Ress Group is with Berkshire Hathaway HomeServices. For more information, visit theressgroup.com

CLAIRE LIEBERMAN

Claire Lieberman with Engel & Völkers Chicago North Shore works tirelessly to help clients. She is known for her attention to detail, efficiency, savvy negotiating skills, and in-depth market knowledge. With years of experience in real estate, property management, and working for a luxury builder, Claire brings a fresh approach and comprehensive skill set to sellers and buyers. This unique background combined with a wealth of local market knowledge, and 24/7 personal service, make her a top agent on the North Shore.

What do you like most about real estate?

I love meeting new people and helping them navigate such an exciting life change. There is no better feeling than helping my clients sell their home or find the perfect house.

How do you differentiate yourself from the competition?

All of my clients regardless of their price point, will receive an amazing, hands-on, personalized experience with me. I am an expert in the North Shore market and a devoted advocate for my clients. I also have a vast network of experienced contractors available when needed.

Market trends you anticipate in 2023?

A need for home offices or dedicated workspaces as people continue to work remotely.

Advice for a new agent?

Learn the market and stay on top of changes.

Most looking forward to in 2023?

I am looking forward to more options for buyers in 2023 and a better chance at being able to find a home that they love as the real estate market balances out.

Claire Lieberman is with Engel & Völkers Chicago North Shore. For more information, call 312-576-0048 or email clairelieberman@evrealestate.com.



THE MAX GROUP

Married since 1982, Mark and Maxine Goldberg are successful real estate advisors in large part because they believe that although they are in the housing business, they are truly in the relationship/making connections business. Founding Advisors of Engel & Völkers Chicago North Shore, this power couple has been making happy home dreams come true for home buyers and sellers on the North Shore for more than 20 years.

What do you like most about real estate?

Building relationships through individualized, white glove service. Our loyal client base is like a family tree, forever growing new branches.

How do you differentiate yourselves from the competition?

We utilize a collaborative approach that combines our dedication and personal service as expert advisors with the support of superior staff.

Market trends you anticipate in 2023?

We anticipate an ongoing shortage of inventory. This shortfall should continue to support prices even in the wake of further modest interest rate increases.

Advice for a new agent?

Be cognizant that every home is someone's mansion.

Most looking forward to in 2023?

We expect it to be a year full of opportunity for buyers and sellers.

The Max Group is with Engel & Völkers Chicago North Shore. For more information, call 847-922-4815 (Maxine), 847-254-8800 (Mark), or visit maxgroup.evrealstate.com.

Ann Lyon,
Jeff Folker



LYON FOLKER CAMPBELL MOWER PARTNERS— LFCM PARTNERS

The four seasoned agents that make up Lyon Folker Campbell Mower Partners (LFCM) with @properties Christie's International Real Estate bring a unique variety of experience and expertise to their clients. With a Bachelor of Architecture and over 20 years practicing architecture prior to selling real estate, Ann Lyon provides a critical eye in all aspects of construction, design, staging, and zoning on the North Shore. Ann has also been an award-winning agent since 2008 and the No. 1 agent in Lake Forest for the last three years. Jeff Folker has 20-plus years working in Fortune 500 companies and consulting firms, developing excellent negotiating and project management skills, giving LFCM Partners' clients an advantage. Kim Campbell has a master's degree from The Wharton School in Finance and worked in the banking industry. She is focused on counseling clients in financial aspects, home pricing and current economic outlooks. Jennifer Mower graduated from Boston College School of Management and her professional and volunteer background is in sales, marketing and design. Together, this powerhouse team provides clients with diverse areas of expertise, in-depth market knowledge and unsurpassed service.

SELLING THE SHORE

Kim Campbell,
Jennifer Mower

What do you like most about real estate?

Developing and maintaining relationships with wonderful people we get to know in the sales process, whether buying or selling. Every day presents a new opportunity.

Market trends you anticipate in 2023?

With historically low inventories along the North Shore, sale prices remain strong, especially for updated, move-in ready homes. Relative to interior trends, gray and beige tones are being replaced by warmer, deep, vibrant colors.

Trends you think people should avoid before selling their home?

While wallpaper is making a comeback, bold design selections can be taste specific. We would suggest limiting wallpaper to a room or two, like a powder room or dining room, so not to overwhelm the buyer if they prefer to change.

Most difficult aspect of being in the real estate business?

What can be the most “difficult” is also the most attractive—you never know what the day is going to bring. This is not a boring business, no matter what time of year or day of the week. You must be on your toes and be ready to pivot at a moment’s notice.

Best thing about 2022?

We had another outstanding year in 2022! Ann Lyon was the No. 1 agent in Lake Forest in terms of total dollar production, and LFCM Partners was the highest performing team using that same metric. One notable highlight was Ann Lyon representing the seller in one of the highest priced single family home sales in Lake Forest history!

Most looking forward to in 2023?

Meeting and working with new and long-time friends and clients to help them in any way we can.

LFCM Partners is with @properties Christie's International Real Estate. For more information, call 847-828-9991, email lfcmpartners@atproperties.com, or visit lfcmpartners.com.





SUSAN MAMAN

As a broker with both the @properties Christie's International Real Estate offices in Glencoe and Winnetka, Susan Maman is a 19-year North Shore real estate veteran. She counts being in the top 1 percent of all brokers in the Chicago area (2022), Top 15 Illinois Real Estate Individual Professionals by *Newsweek* - RealTrends (2022), Top 10 Real Estate Brokers in the New Trier School District (2022), the No. 1 Broker in Glencoe (2019-2022), and *Crain's Chicago Business* 2019 Notable Real Estate Broker, among her many recent accolades.

What do you like most about real estate?

My favorite aspect of the real estate business is being able to guide my clients through what can be an anxious time in their lives and help lessen their emotional, financial, and physical stress.

Best thing about 2022?

Professionally, 2022 was one of my best years with over \$50 million in sales (sold and pending). This was very exciting considering the lack of inventory that we faced in 2022. Personally, I could not be more thrilled to have my daughter, Mimi Maman, join @properties. I have confidence that she is going to crush it. I also had an extraordinary trip to Greece during which my son proposed to his girlfriend, Stephanie Bott, in a helicopter!

How do you differentiate yourself from the competition?

My extensive knowledge of the North Shore and its lifestyle is organic. I know how it feels to grow up here, raise my children here, and live here as an adult. My ability to listen to my clients rather than talk about myself and my accomplishments has contributed to my success. Keeping in touch with past clients on a regular basis is not only fun, it creates solid relationships. Our business is about relationship building.

Susan Maman is with @properties Christie's International Real Estate. For more information, call 847-878-5235 or visit susanmaman.com.

KATHRYN AND KELLY MANGEL

With over 50 years of North Shore living between them, Kathryn and Kelly Mangel—Team Mangel with @properties Christie’s International Real Estate—have an invaluable pulse on the community. Team Mangel utilizes their knowledge of the neighborhoods they serve, in addition to their ability to listen, create unique solutions, and high-level customer service. They help their clients, who include CEOs, young families, empty nesters, rental seekers, and more find their “happily ever after!”

How do you differentiate yourself from the competition?

We are the hometown experts! We grew up on the North Shore and are raising our families here. We have lifelong relationships, expertise that we pass along to our clients and a rock-star list of business partners to enable their home selling or buying success.

Most difficult aspect of being in the real estate business?

Team Mangel has perfected the art of time management. Every client gets 110 percent of our undivided attention 24/7 as we accompany all of our showings and work directly with our buyers, sellers, investors, and renters.

Advice for a new agent?

When you love what you do, you never work a day in your life! We absolutely love real estate and working with a diverse group of clients who become our “work family!” It’s a referral business, and we work hard for our clients, their family and friends.

Most looking forward to in 2023?

We are looking forward to continuing the positive momentum and team winning mojo in 2023. We have been real estate agents for over 17 years and our average list-to-sell is 99.1 percent. We’ve already closed over \$425 million dollars of real estate and have our sights set on even more!

Team Mangel is with @properties Christie’s International Real Estate. For more information, call 847-881-6134, or visit teammangel.com.

Styled by Karen Tragos at Bunny and Babe, Winnetka.

THE MAWICKE GROUP

The Mawicke Group is a second-generation real estate firm serving the North Shore and Chicago. Licensed brokers for more than 20 years, the brother-sister team, Megan Mawicke Bradley and John Mawicke, bring their deep knowledge of the area to their client relationships. They also bring extensive prior experience working—John, in the financial industry, working for major investment banks and Megan, as a Network TV anchor for 22 years—which affords them valuable communication and business skills.

What do you like most about real estate?

For us ... it is about people first! We love meeting new people every day. We spend a lot of time with both buyers and sellers, and it is very gratifying when you cross the agent /client line and become friends.

How do you differentiate yourself from the competition?

The Mawicke Group has a nearly 50-year legacy with a mission of serving clients. Unlike a large percentage of agents, we grew up on the North Shore. We know the neighborhoods, the schools and this market like the back of our hands. We are so passionate about our community and that shines through in everything we do.

Market trends you anticipate in 2023?

The trend of moving from the city to suburbs remains real and will continue to support the market. The North Shore is well positioned relative to many other parts of the country. Inventory is still at historic lows and this will balance out the increase in interest rates. The frenzy of the last two years might be over, but we are still seeing tremendous buyer demand for updated and well-priced homes!

Areas of the home should one invest in?

Curb appeal is huge! Invest in the exterior of your home. Updated and spacious mudrooms and laundry rooms are also becoming one of the biggest requests we see.

The Mawicke Group is with @properties Christie's International Real Estate. For more information, call 312-307-1157 (Megan), 312-342-4278 (John), or visit atproperties.com/teams/mawicke-group.





TED PICKUS

Highland Park broker Ted Pickus has an extensive background in the home industry. Before beginning his successful career with @properties Christie's International Real Estate 12 years ago, Ted honed his skills working in his family-owned construction business—building homes and developing multi-family buildings and residential subdivisions.

What do you like most about real estate?

I love knowing I am helping my clients move onto the next chapter of their lives. Be it a first-time home buyer, empty nester downsizing, or anyone in between, knowing they are moving on is the BEST!

How do you differentiate yourself from the competition?

Three principles: caring, integrity and tenacity. First and foremost, I care about my clients' needs and I'm concerned that their goals and interests are always represented. I not only want what is best for all parties in every transaction, but what is most ethical. I don't give up until we reach success.

Market trends you anticipate in 2023?

I think 2023 will continue to be a seller's market. There are still more buyers in the market than sellers and I don't see that changing in 2023.

Ted Pickus is with @properties Christie's International Real Estate. For more information, call 847-417-0520 or visit pickushomes.com.

SHERRY MOLITOR

Sherry Molitor has been a top producing broker for more than 20 years on the North Shore after a successful sales career with CBS TV. Sherry has been a resident of the North Shore for more than 30 years. Regarded as caring and organized, Sherry continues to help families navigate the real estate market and buy and sell homes in Winnetka, Wilmette, Glencoe, Northfield, Kenilworth, Lake Forest, Evanston, Glenview, and Northbrook.

What do you like most about real estate?

There is a lot of satisfaction knowing a buyer or seller places their trust in me to handle such an important event and I take that very seriously. I really enjoy meeting people from various areas and backgrounds while helping them find their sanctuary as well as working for sellers while utilizing my sales, advertising, and marketing background from my years at CBS TV.

How do you differentiate yourself from the competition?

I am client-centered versus transaction-oriented and very hands on. The process isn't just another sale for me, it's truly a very meaningful experience and I'm grateful to be a part of it. I want the very best for all my clients.

Market trends you anticipate in 2023?

Our local marketplace is still very undersupplied and in high demand. I don't anticipate that changing anytime soon.

Advice for a new agent?

Know the inventory and trends in the market. Be responsive and thoughtful to clients and fellow agents alike.

Sherry Molitor is with Coldwell Banker Realty. For more information, call 847-204-6282 or visit sherrymolitor.com.

JAMIE ROTH

As a Founding Advisor of Engel & Völkers Chicago North Shore and a leader in the North Shore real estate community, Jamie Roth has the unique ability to offer his clients counsel on all aspects of the home buying and selling process. He holds an MBA, a law degree, and more than 20 years of experience in both commercial and residential brokerage. This skillset mixed with his love of art and architecture give him an advantage for clients looking to relocate from the city, along the North Shore, or around the globe. Jamie's vast network with Engel & Völkers allows him to leverage relationships with advisors around the world, offering his clients a peace of mind.

How do you differentiate yourself from the competition?

By taking a strategic approach to the sales process, backing it up with personalized white-glove service, and acting as an advisor rather than a salesperson. Besides having a business and legal background, I've studied art and architecture extensively. Consequently, I often sell architecturally significant homes as I have a deep appreciation of what those homes have to offer.

Who inspires you right now?

The people of Highland Park. We are Highland Park Strong!

Advice for a new agent?

Keep your mouth shut, your ears open, and try to learn as much as you can from experienced agents who are willing to share their knowledge.

Best thing about 2022?

Having a record-breaking year and surpassing my production goals.

Most looking forward to in 2023?

Meeting the challenges of a shifting market and providing opportunities for success to my clients.

Jamie Roth is with Engel & Völkers Chicago North Shore. For more information, visit jamieroth.com.

RUBENSTEIN FOX TEAM

Mother-daughter duo, Marlene Rubenstein and Dena Fox, lead the Rubenstein Fox Team as Baird & Warner's No. 1 agents and team. Their award-winning combination is a blend of Rubenstein's depth of experience and creative marketing tactics, and Fox's finance background as well as her pulse on what today's buyers and sellers want and need. Headquartered in Lincoln Park and Highland Park, the Rubenstein Fox Team also has a very seasoned team of agents, including Laura Kerstein and Amanda Khan. They continue to expand their reach, opening a brokerage in South Florida in 2020, with offices in Fort Lauderdale and Naples.

Dena Fox,
Amanda Khan



SELLING THE SHORE

What do you anticipate the real estate market to look like this year?

A tight inventory to start, with a growth to a more normal market. Prices will not equalize until 2024 due to inventory constraints, but we anticipate the interest rates to level out, which will boost consumer confidence and ultimately result in more home sales and opportunities.

Advice you give sellers before selling their home?

Neutralize the color palette, minimize the clutter, and make sure you are up to date on all home maintenance. I think one of the hardest things to explain to sellers is they are not the buyers of their home anymore and they need to make sure it appeals to the expected audience of buyers in order to maximize their price.

Areas of the home one should invest in?

Updating kitchen and baths always helps for resale but the importance of curb appeal and landscaping are often overlooked as they not only add value, but also are a strong indicator of a homeowner caring for their home.

Advice for a new agent?

1) As in any new career, the value of a mentor is immeasurable. Real estate goes far beyond what you learn on paper from passing the exams and it is so important to learn from someone in the field everyday with depth of experience. 2) Ask top agents to cover their open houses as it is a wonderful way to see new inventory, learn how to talk to buyers, promote yourself on social media, and get free leads! 3) Make sure to take the time to know your market—study and understand the trends. 4) Be the educator for your clients. This is a huge investment (and most often the largest buyers make to purchase a home) and you want to make sure your buyers and sellers understand how the entire process works. Taking the extra time to sit down and explain the process of buying and selling will always be appreciated by your clients. 5) Don't ever underestimate the value of relationships be it with clients, colleagues, other agents, and vendors/tradespeople.

The Rubenstein Fox Team is with Baird & Warner. For more information, call 847-899-4666 (Dena), 847-565-6666 (Marlene), 847-209-1131 (Laura), or (847) 951-3458 (Amanda).

Laura Kerstein,
Marlene
Rubenstein



KELLY DUNN RYNES

In 2002, Kelly Dunn Rynes launched her career in real estate using her degree in Economics and has never looked back. In 2023, Kelly continues to shine as a top producer and founder of Chicago To The North Shore, a top-tier broker with Berkshire Hathaway HomeServices Chicago. Kelly has a solid network to collaborate with, offering her clients moving from the city to the suburbs a distinct advantage.

What do you like most about real estate?

Connecting the dots! For more than two decades, I have worked closely with so many wonderful agents on the North Shore and in the city across all brokerages. In times of limited inventory, it is imperative to connect the dots by finding opportunities everywhere, not just publicly listed homes. Digging in and knowing off-market, expired, private, coming soon, and exempt possibilities can really give my buyers and sellers alike an edge in a tight marketplace.

Advice for a new agent?

Find a seasoned broker or manager who you truly respect and ask to be mentored. I worked for a senior broker for 10 years before branching out on my own. She was an incredibly smart, industry expert and one of the top agents in the country. That decade of high-level experience has proven to be absolutely invaluable in achieving a successful career.

Most looking forward to in 2023?

Continuing to successfully connect buyers and sellers along the North Shore!

Kelly Dunn Rynes is with Chicago To The North Shore. For more information, call 847-987-6296, email kelly@chicagotothenorthshore.com, or visit chicagotothenorthshore.com.



KAREN STROBLE

Karen Stroble's career has been built on connecting buyers and sellers—whether in media or real estate. Before transitioning into real estate in 2007, Karen had a successful career in media marketing, working for companies like Condé Nast, *WebMD*, and *Martha Stewart Living*. Today, Karen is with Jameson Sotheby's International Realty and holds licenses in both Illinois and Arizona, allowing her to help buyers and sellers across state lines.

What do you like most about real estate?

There is nothing better than a happy new owner or seller at a closing.

How do you differentiate yourself from the competition?

My willingness to embrace new marketing strategies has helped me close properties quickly. Additionally, I am dual licensed in Illinois and Arizona, so I can help homeowners leaving Illinois heading to Arizona, and based on the 2022 Allied US Migration report, Arizona is one of the top inbound states and Illinois is THE top outbound state.

Who inspires you right now?

My Ninja Community! I participated in Ninja training based on Larry Kendall's book last fall, and it reinforced that a positive mindset and gratitude is everything. Staying connected to fellow Ninja brokers keeps me inspired while providing an international referral network.

Most looking forward to in 2023?

Meeting clients in Illinois and Arizona and helping them achieve their real estate goals. Completing smooth transactions will be the building blocks for strong relationships into the future.

Karen Stroble is with Jameson Sotheby's International Realty. For more information, visit karencollection.net.



THE WEXLER GAULT GROUP

In every way, The Wexler Gault Group is one of the North Shore's most successful, driven, creative and in-demand real estate teams. Partners Beth Wexler, Joey Gault, and Liz Salinas lead the team of 15 which consistently ranks in the top 1 percent of brokers and has been named the No. 1 broker team in the Highland Park office of @properties Christie's International Real Estate since it opened in 2013. In 2022, the seasoned team of brokers sold more than \$106 million in real estate. Known for their best-in-class service and dynamic energy, The Wexler Gault Group tackles clients' needs with care and precision along the North Shore.

What do you like most about real estate?

The thrill of getting a deal done for a client and being a part of their home selling and/or buying experience. It's a wonderful feeling having appreciative clients who have been happy working with us.

Who inspires you right now?

Our team. We all motivate and inspire one another. We love collaborating and mentoring our team as the team leads and sharing in their success. We feel so fortunate that we all love working together.

Best thing about 2022?

Professionally, we were the No. 1 Team in both Deerfield and Highland Park in sales volume against all brokerages. We also sold the most homes over \$2 million in the Highland Park luxury market.

The Wexler Gault Group is with @properties Christie's International Real Estate. For more information, call 312-446-6666 (Beth), 312-961-6699 (Joey), 847-471-1555 (Liz), or email wexlergault@atproperties.com, or visit thewexlergaultgroup.com.

Beth Wexler



SELLING THE SHORE



Liz Salinas, Joey Gault