



Chicago REALTOR® Andrew Wendt understands that when his clients are choosing a place to live, it is about much more than walls and a roof. “I’ve always been fascinated by how people relate to their homes,” he explains. “It’s where everything happens in a person’s life and it’s interesting to me to see how people relate to different spaces.”

His fascination with homes started early when he spent time with grandfather, who was a carpenter and his dad, who is an architect. In fact, it’s when he started working with his dad’s development company that Andrew’s interest in real estate came to fruition. “I got my real estate license to help with that business and discovered I really enjoyed working with clients and researching the market.”

Now nearly a decade into his own successful career, Andrew is the President of Be Realty, a local Chicago-area brokerage that focuses on being a part of the neighborhoods it serves. He is well-versed in Chicago real estate, with a strong focus on his hometown of Glenview, along with Northbrook, Wilmette and the North Shore.

Being part of the creation of a brokerage from the ground up has allowed Andrew to create a business focused on what he knows clients want.

“As a company we really focus on communication and making sure we’re communicating appropriately with our clients throughout the process,” he explains. “We also have established a transparent set of systems and utilize technology such as DocuSign and Google Apps for Work to help us manage transactions.”

Andrew and every member of his team conduct business based on a shared set of values that include honesty and integrity above all. “We never want to sell a property just to sell a property,” Andrew says. “We need to make sure it’s the right property for our clients. We also make it a point to treat every client to the same level of service, no matter what the size of their purchase is.”

That strong commitment to client service has resulted in the team receiving high praise and 5-star reviews on Yelp, Zillow, Trulia and more. “Anywhere a client has reviewed us, we’ve received 5-star reviews,” Andrew says proudly. Their clients’ willingness to share their positive experience has also resulted in the team enjoying a repeat and referral rate approaching 50%.

Early in his career, Andrew made it a point to ask questions and learn from experienced agents, and he continues to follow much of that advice, and pass it on to newer agents as well. Much of what he learned centered on having perseverance and being patient while building up business. “I make sure to tell new agents it’s going to be a struggle at first to get their bearings in the industry, but if they do the right things, they’ll be able to make it and have yourself a very nice, comfortable working experience.”

Every day in this business is unique, and that’s one of the reasons Andrew loves it. “Every day is different because every deal is different and that’s kind of exciting,” he says. “You never know what you’re going to get!”

As Be Realty continues to grow, Andrew has plans to open additional neighborhood offices. “We’d rather do that than simply have a huge office with an expanding agent base. In the next five years, we’ll be going into other neighborhoods around Chicago to help more people find their perfect homes.”

Andrew Wendt
Be Realty | Chicago, IL

773.234.3363 | andrew.wendt@berealtygroup.com | www.berealtygroup.com