



Chicago real estate broker
Dominic Irpino caught the real estate bug when looking for his first house. “I was fascinated with real estate the moment my broker took me out to look at homes,” he recalls. “But when it was over I felt like he could have done a better job and that’s what spurred me to get into real estate myself.” Now, after 16 years in the business, Dominic and his

brother, Jonathon, own Irpino Real Estate Group, a boutique brokerage serving Chicago and the surrounding suburbs. As a family-run business, Dominic is proud of the fact that he has the opportunity to work directly with every client in some way or another. In fact, the agency’s tagline — Converting Transactions into Relationships — came from their commitment to doing exactly that.

With 10 years running Irpino Real Estate Group, Dominic is proud to have a customer base made up of at least 50% repeat and referral clients. “Our goal when we started was to deliver the highest level of service to our clients,” he explains. “We treat everyone like family and reach out to every past client at least a few times a year.”

A big part of creating the family experience is developing a sense of trust with every client. “We believe in honesty, transparency, and approaching every transaction from a position of contribution and guidance,” Dominic explains. “It’s not just about the number of transactions we complete. We treat everything about our client relationships as more than just a commission and offer a different type of brokerage experience, which is one of the reasons we’re so successful.”

When adding new members to the team, Dominic looks for agents and support staff who are committed to maintaining the exceptional level of service the brokerage has established over the past decade. “If someone genuinely likes real estate and really wants to help people, this is a great place to be,” Dominic says.

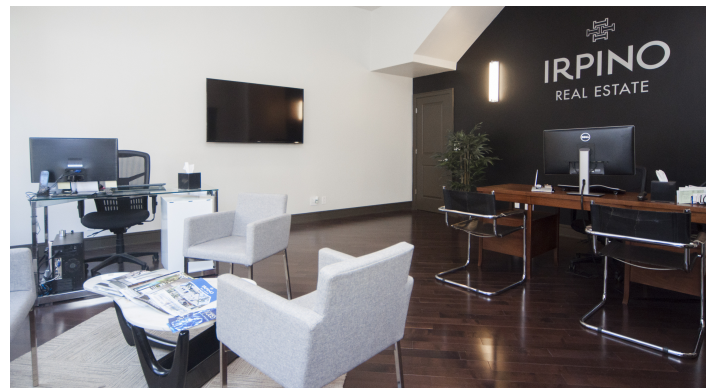
Giving back to the communities that support their business is another way the Irpino Real Estate Group cultivates a family atmosphere. For the past six years, they have hosted an annual benefit to raise funds for leukemia, lymphoma and other blood-related cancers. They are also members of the Uptown Chamber of Commerce, the Buena Park Neighborhood Association, and regularly donate to the Veterans Administration.

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Irpino Real Estate Group was recently honored with a Top Producer award that places them in the top 1% of brokerages for the city of Chicago. But as much as Dominic is proud of that well-deserved honor, it’s not the awards or recognition that motivate him. “What I enjoy the most is simply interacting with people on a daily basis and helping them through what might otherwise be a scary situation and turning it into a fun, rewarding and life-changing experience.”

When he’s away from work, there’s a good chance you’ll find Dominic boating on Lake Michigan (he’s even been known to take clients for a spin), or simply enjoying any number of water-related activities.

As for what comes next, Dominic sees a bright future for the Irpino Real Estate Group as they continue to grow the business by helping even more clients and expanding into new areas.



Dominic J. Irpino

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