



Chicago REALTOR® Mike Lavorato describes himself as “the hub of a wheel,” whose wide network of industry professionals facilitates the smoothest possible transaction for his clients. “I have a team I work with from attorneys, to contractors, to mortgage lenders to inspectors,” he explains. “If my client needs anything from any of those areas, I can refer them to some of

the best people in the business to guide them through those parts of the transaction, while I keep them focused and centered.”

Mike’s ties to Chicago real estate go back to the early 90s, when he owned a brokerage with a partner. “When the economy took a downturn, we closed up shop and I got back into the corporate world for a while. But I came back to real estate in the early 2000s and haven’t looked back since,” he says. “It allows me to be in charge of my own destiny and I’ve always had a strong interest in all aspects of real estate.”

He now finds his business split between two main areas — Lincoln Park and the surrounding communities, where he previously lived for more than 20 years, and the western suburbs, where he and his wife live currently. “It works well to be in both areas because a lot of people from the city are moving to the suburbs. Being so familiar with both areas helps me find clients exactly what they’re looking for.”

Mike’s wide network of real estate professionals allows him to function as a one-stop-shop to assist clients with every aspect of their transaction from start to finish. “I know that a real estate transaction can be one of the most difficult decisions and trying tasks anyone can have,” he says. “I like to have all the bases covered which helps to take away some of that stress.”

It’s no surprise, then, that he cites customer service and care as the driving force that propels his business. “I am committed to seeing the transaction all the way through, not just handing it off after the inspection to an attorney, which is quite common in this area. I’m going to be with my clients until the day we close.”

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With his long track record in the business, Mike often has new or prospective agents ask how he’s crafted his successful career. “I never discourage anyone from trying it. If someone has an entrepreneurial spirit and is fascinated by real estate, it can be very rewarding,” he says. “I tell people stay positive, stay focused and always put the clients’ needs first.”

Mike has helped countless clients through the years, but some of his most memorable moments involve assisting those who were in difficult situations. “An agent is more than someone to just drive people around to look at homes or list a property. I’m a good listener and truly enjoy helping people,” he says. “Some of the moments I’m most proud of are using my connections in the industry to be able to make the purchase happen for clients who never thought they could own a home.”

Real estate is never far from Mike’s thoughts. As a licensed instructor, he shares his knowledge by teaching pre-broker classes to people who want to become real estate agents, and providing continuing education to practicing agents. On the rare occasions he has time for himself, he is devoted to carving out family time to spend with his wife and daughter.

Looking ahead, Mike plans to keep doing everything that has brought him success so far. “I want to continue to grow my business and help as many people as I can along the way, while keeping it at a level that allows me to still be involved in every aspect of the transaction.”

## Mike Lavorato

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