



When it comes to going the distance, or seeing things through from start to finish, there are few real estate agents who can match the stamina of Ken Lemberger. With nearly 30 years of success in helping buyers, sellers, and renters throughout the Northwest suburbs of Chicago, Ken is still nowhere near ready to throw in the towel.

On the contrary, the award-winning REALTOR® is planning to

stay the course by staying ahead of trends, education, and the changing needs of buyers and sellers in DuPage, Lake and McHenry Counties. Along the way, he's planning to continue to engage in one of his favorite passions — running marathons — as he closes in on nearly three dozen marathons completed to date. Indeed, his endurance, commitment, and dedication to going the extra mile can be seen in both his professional life and his personal life, to the benefit of the buyers and sellers in greater Chicagoland.

Ken's longevity in the ever-changing real estate industry was sparked by an interest in watching his father work with buyers and sellers. "My dad had been in real estate for five years when I decided to follow him into the business. I was 23 years old, and I was attracted to the entrepreneurial spirit that a career in real estate allowed," he recalls.

Today, he remains passionate about what he does because of the bonds he forms with clients, the challenges presented by an everchanging industry, and the personal satisfaction that comes from helping others.

"When I first started in real estate, I knocked on the door of a home that was listed For Sale By Owner. The next day that man called me and had me list his home. I asked, 'Why me?' He said simply, 'You showed up.' I've found that a lot of success in real estate can be traced to just showing up for clients," he says. To Ken, showing up means personally handling all the details

of a listing or purchase. "I've chosen not to build a team because I prefer to be hands-on. My clients love that they always reach me personally. Whether they call, text or email, they know they are going to get me, and not someone they don't know."

Ken is also devoted to going the extra mile through maintaining a robust rolodex of referral partners who he can trust to take care of whatever clients might need. "I have great lenders, painters, electricians, and other professionals who I can count on to do a great job for my clients when they need those services," he says. "I'm committed to being there for them from start to finish."

His dedication to helping clients long beyond the close of sale is undoubtedly the reason Ken has built a business that is an impressive 80% by referral and repeat clients. In fact, these days, he says that he's working with second generations of families, which is particularly rewarding. "I'm now working with the children of clients who I helped buy or sell a home years ago," he says. "I feel like I've become almost a part of the family, since I've seen the kids grow up, and now get to help them buy their own homes," he adds.

Dedicated to hard work done with the highest degree of integrity, Ken says that his clients' needs and goals have always come first. Moreover, he credits consistency, being a good listener, and being empathic when warranted, for his successful tenure in real estate.

That success can be seen through his status as one of the Top 100 Single RE/MAX agents of Northern Illinois, a position he's maintained for the past several years. He's also received the 5-Star Award in Chicagoland for the past seven years, which requires that he be nominated each year by a past client. It's also an accolade that less than 7% of agents can claim.

As far as the future is concerned, Ken says that although he's already enjoyed nearly three decades of success in real estate, he plans to stay on track, helping buyers and sellers for at least another 20 years. "I love getting to know people. I love being able to help people make big decisions, and I just really enjoy what I do."

Ken Lemberger

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