



Chris Pequet got her start in the real estate industry more than three decades ago. She had graduated from college with a degree focused in communication and advertising, but it wasn't until a friend who owned a brokerage encouraged her to join the business that Chris discovered her future career path.

In the many years since, Chris has established herself as a consummate professional, complete with a litany of accolades and designations. She holds the #1 Agent rank in her Hinsdale office, the #10 rank within her company, and was recently featured as 2019's Most Notable Real Estate Agent. For eight years running, she has achieved the 5 Star National Service Award, while upholding her reputation for honesty, accessibility, and client relationships that stand the test of time — a testament to her motto: "Clients for Life."

From her office in Hinsdale, Chris serves the residential needs of the greater western Chicago suburbs. She has built considerable experience working alongside a variety of clientele — from those relocating to the area, to those upsizing or downsizing as their families evolve. In fact, she has driven almost the entirety of her business through repeat and referral clients.

In detailing her working style, Chris cites transparency, responsiveness, and an authentic investment in her clients as some of her defining professional attributes. "The best advice I ever received is that your reputation is everything," she says. "I've always tried to build my reputation on integrity and honesty, and that's how I work. I'm very transparent and I try to be as honest and up front as possible throughout the transaction. My clients know that I wear my heart on my sleeve. They can always trust that they'll know where we stand."

Likewise, Chris's extensive service in the industry and area set her apart as a regional expert. Whether house-hunting

alongside buyers or taking properties to market, she taps her homegrown knowledge to serve clients to the fullest. "I've been doing this for a long time, so my knowledge of the area is very involved, and I know the intricacies of what's going on in different communities," she explains. "It's also important to make yourself as available as possible during this process. I believe that the client comes first, so I stay accessible for any questions that may arise, and I am there for all the little details, in any way my clients might need."

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When marketing properties, Chris draws upon her industry insight and the helping hands of her support staff to ready each home for its debut. Beginning with high-quality photography, she casts a wide net across social media and the leading online listing platforms. From there, she targets key demographics to source ideal buyers in short order. Properties also benefit from her broad visibility within the regional community. In the past, Chris served on the board for the Hinsdale Chamber of Commerce and now gives back in an advisory capacity. Additionally, she serves on the District 181 Foundation board, and is the co-founder of a veteran's support charity group based in her hometown, which hosts the Red, White, and Blues event to support servicemembers and their families.

As for the future of her business, Chris shows no signs of slowing anytime soon. She plans to continue on her steady path, serving aspiring homeowners and sellers within her community. Now, with three decades of insight behind her, Chris considers what she values most about her chosen field. "I love getting a chance to meet so many new people and making friends along the way," she says. "It's an aspect of my career that's been very fun, and it's so rewarding to share this experience with so many people, guide them, and grow close through the process. It really has been wonderful to have so many special people in my life because of what I do."

*Chris Pequet*

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