



Often times along one's career journey, there is someone who recognizes a special quality in you that you may not have seen in yourself. Such was the case for REALTOR® Kristine Galazka, of d'aprile properties in Arlington Heights, Illinois. With a degree in math and a job with a market research company, a friend of Kristine's who happened to be a real estate professional encouraged her many times to join his team. "I'm never going to do

that — it's just not for me," Kristine would always say. But her friend, Ryan D'Aprile, was persistent, and in 2015, she finally gave in. "I took the classes and ended up really liking it. I never wanted to be a salesperson but once I got in, I realized it's not actually sales at all."

Today, Kristine enjoys working with buyers, sellers, and renters in the Northwest suburbs of Chicago. She considers herself to be more of a partner to her clients, rather than just an agent, and in doing so, she's never limited to one certain segment of the market. "I'm an equal partner to my clients. I'm here to help them understand every decision and explain how the process works," Kristine says. "There's so much that goes into every transaction, but once a client signs a contract with me, they never have to worry about anything else from that point on." Kristine is perfectly fine with handling all the stressors that come into play, although her positive outlook tends to keep things from getting too tense. "Buying or selling a house can be stressful for clients. I really welcome the opportunity to find solutions to any challenges that may come up to ease that stress for my clients."

Valuing quality over quantity allows Kristine to deliver personalized service and attention to every last detail

for every client. "I've never been interested in having a ton of clients. I take on just a few at a time so I can give them a more personal touch. That's so important during what can be such an emotional process." Kristine is also happy to take over all the work that goes on behind the scenes. From staging photos to contract negotiations — she is there from start to finish, and her clients can rest assured knowing she is on top of every aspect of their transaction.

With the high standards she sets for herself, it's little wonder that she has been able to achieve success in this business. Kristine was named Top Producer in her office for 2021, and noted that 100% of her business stems from referrals and repeat clients. Although honesty and integrity are the main reasons they keep coming back, Kristine's clients simply love how seamless she makes the process for them.

When she's not in the office, you might find Kristine getting in a workout at the gym or spending time with friends and family. She especially enjoys traveling and taking weekend trips to the lake with her family. Additionally, Kristine stays active in her community by sponsoring youth baseball and contributing to other organizations whenever opportunities arise.

From the looks of it, it's hard to determine whether it's Kristine or her clients who reap the most benefits from working together. Her reward comes from helping her clients find a home they love and can create lasting memories in, while her clients benefit from her expertise and calm manner in tough situations. "That excitement at the end of a transaction is what I love most, but I also love reassuring my clients when it doesn't work out," Kristine states. "It's easy for them to get discouraged along the way, but it always works out in the end. It has to!"

Kristine Galazka

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