



Jolyn Crawford has a particularly interesting story about how she came to be in real estate. She was employed by a non-profit that did work for the Chicago Department of Housing and Development before beginning her real estate career. Her organization received a contract in response to a lawsuit, and her job was to find private landlords who would be willing to rent to people in need of housing,

specifically female heads of household. Through her work, she helped around a dozen women get job training and found them housing. Later, they called her, asking if she could help them find properties to purchase, as they no longer qualified for the state housing program. She scrambled for agents to help them, and thus got pulled into the real estate world. Through this unique start, and with the desire to help all clients find their perfect home, she has forged an extremely successful career.

Jolyn received her license in the late 70s when interest rates were in the double digits. Although sales were tough, she learned how to use creative financing, seller financing, negative amortization, and articles for deed and FHA and VA loans in order to achieve as much as she could. In 1988 she sold 36 properties in one year. In 1999, she sold 42 properties while a mother of three and a personal assistant. Now, she has been a solo agent for nearly 40 years. She does a little bit of everything, and has earned the respect from clients, agents, and community members alike. She shares, “I don’t like to self promote myself. I let my clients do that for me.”

And it works for her because Jolyn has a special interest in people. As she puts it, “I thought, I could do a lot to help the disenfranchised in the United States ... I know I have empowered people’s lives and changed them significantly.” And she has, through her years of getting each and every one of her clients the representation they deserve as they navigate buying and selling properties.

In her community, Jolyn is connected to many organizations and is well known in the area. She served on a zoning board in the Forest Park from 2000-2008, in the directory of historical societies in Illinois, and has been

very involved with various work in the Oak Park area. With three adult children and several grandchildren, she enjoys being a part of their lives. She spends time swimming and biking around the trails in Chicago, and says that wherever she goes, people recognize her and are interested in what she is doing. In her words, “My recognition is built on the law of attraction,” And in those connections, Jolyn has found great personal fulfillment in her work.

While Jolyn works often on the East, South, and North sides of Chicago, her work takes her much farther than that. She has experience working with clients coming to or from Germany, Australia, Dubai, Japan, and England. When a client wants to buy in a different area, she can help them get there. Jolyn also has a profound knowledge about the areas and the buildings that she works in, which makes her ideal for clients who want to know more about the history and nuances of what they are buying. With her experience and foundation in the area, Jolyn can provide all the information they need and more.

Jolyn’s clients love her for her resiliency, honesty, and down-to-earth personality. She has seen many waves of the real estate market. “I’ve lived through every upturn and downturn and I learned how to last,” she says. She estimates that approximately 80 percent of her clients are from referrals, and has truly made a name for herself throughout her long and prosperous real estate career. A recipient of various awards from the Illinois Association of REALTORS,<sup>®</sup> Jolyn has the inspiration, resources, and personality to make an impact on the people she works with, and the work ethic to combine those elements into great results as a REALTOR.<sup>®</sup>

In her spare time, Jolyn works on rehabbing houses for herself and others. She is able to use her experience and knowledge, along with her connections to take on these projects successfully. In the future, she would like to continue this work and help others learn to do something similar. With such a fascinating history and a strong track record in the field, and with so many people inspired along the way, Jolyn has created a lasting legacy of trust and hard work in Chicago. Her impact will be felt by clients and the community far into the future.

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