

# featuredagent

magazine



*Kim Suhaneck*



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While working in the printing industry for 10 years dealing with purchasing and inventory control, Kim Suhanek developed impressive customer service skills and attention to detail. When she became a mother in 1999, she decided to leave the industry and stay home to raise her son. When he began school in 2004, she was ready for a new challenge. At the urging of several family members who already worked in real estate, Kim sought and obtained her own real estate license. It was quickly apparent that it was the perfect fit.

While Kim works mostly with single-family homes in the northwest suburbs of Chicago, she's not afraid to be flexible. "I go where the business takes me," she laughs, because her top priority is helping her clients

find what they need. Kim's business is all about communication. "My number one goal is their number one goal ... When they're happy, I'm happy." Kim's gift for active communication and relationship building helps her get her clients into a home that truly fits their goals and needs.

Of course, communication is a two-way street, and Kim doesn't just listen. She also works hard to let her clients know what's going on every step of the way. Kim stays in communication with her sellers and provides weekly updates for them and what is happening in our current market. Today's market is fast-moving, and although a stagnant listing is rare, Kim still makes a conscious effort to maintain her own high standards of client



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communication. Her clients always know where they are in the process, what each step entails, and what they can expect to happen next. She keeps her focus on the common good. After all, when it comes to real estate transactions, "There's a lot of moving parts and a lot of different people involved." Kim works hard to make sure everyone involved comes away from each interaction satisfied.

Kim has been a top producing agent since 2016 and her

success speaks for itself. She's received the Sterling Society Award,\* the Diamond Society Award,\* the Outstanding Achievement Award and has been in the top 15% of her peers since 2019. Her response from clients may be even more impressive; more than 90% of Kim's business comes from repeat clients and referrals.

Kim knows what her work means to clients. "I'm selling the American dream," she explains. And she's helping more and more clients all the time. Kim's business doubled

\*Awards with a former brokerage



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from 2016 to 2017, and since then she's consistently sold 35-40 houses per year, with 2021 being her best year yet, selling \$9.3 million in sales. She hopes to bring in at least one buyers agent by the end of 2022, so she can expand her reach even further.

Outside of work, Kim enjoys walking, gardening, and being out in nature. She also loves to cook, paint and

spend time with her family and friends. She's involved in her local church and enjoys working with local programs focused on feeding hungry children, fighting breast cancer, and providing Thanksgiving dinner to the elderly.

Her energy and compassion always shine through. Both in the office and out of it, Kim is truly exceptional.

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