



Young Ones To Watch: Casey DeClerk

With her sales volume rising year-over-year, this @properties top producer is on her way to the top

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In her fifth year at [@properties](#), [Casey DeClerk](#) knows what it takes to establish successful client relationships with first-time buyers, luxury buyers and new construction clients throughout Chicagoland. With a background in the hospitality industry before entering real estate, her attention to detail, patience and seamless communication skills make her stand out in the real estate community. Since joining [@properties](#) in 2013, DeClerk has seen her sales volume double every year and had a 100.3 percent sale-to-list price ratio in 2016, earning her recognition as one of [@properties](#)' top producers. The Chicago Association of Realtors named DeClerk a top producer in 2016.

What drew you to real estate?

Since I moved to Chicago in 2009, I was always helping my friends find apartments via Craigslist. After several years, I thought I should actually turn my hobby of helping my friends into a career. I strongly felt I could provide superior service since I had been working in the hospitality business for nearly 10 years.

How did you get to the place you are currently in your career?

When I first started in real estate, I joined on a team and had a mentor. The Chicago market was just starting to take off and recover from the recession and it was the perfect time to jump in head first. Working on a busy successful team helped me gain knowledge of how all the processes of a real estate transaction work. I gained invaluable experience working on the team!

What motivates you every day?

Every day is an opportunity to meet a new client or make a potential sale. I also set personal and professional goals which keep me motivated.

How do you market yourself to stand out from the competition?

I treat every client like my family or a friend with honesty, integrity and kindness. My clients know I am their supportive, but objective, third-party advocate who is there to guide and protect them throughout the process.

What advice do you have for up-and-comers?

Find a mentor or join a team. Having an experienced agent/mentor who can help you navigate a transaction, assist in negotiating and provide support to you and your clients will advance your career quicker than trying to figure it out alone. Know your market! Read local estate publications, attend your real estate association events and meetings and go to your office. Meeting your colleagues in your office can help make connections and also gain intimate knowledge of the market and access to a pocket listing. Lastly, work hard and be honest!