



Coldwell Banker Residential Brokerage

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General

- The Current Market
- In 2008, the Chicago real estate market suffered an unprecedented drop. Both home values and the number of sales fell significantly.
- In contrast, Jennifer Ames and her team once again generated award-winning results. They closed more than \$69 million in residential sales, up from the \$67+ million they closed in 2007. While home values in the city fell, their average sale price increased by 23% from the prior year.

Qualifications

- Jennifer Ames started selling residential real estate in 1994 and quickly rose to the top. Jenny has been recognized by the Chicago Association of Realtors as one of Chicago's Top 10 residential agents every year for the last decade based on her closed sales volume. (Considering there are now 18,000 licensed agents in the city of Chicago, her ranking is no small feat!) She was also Coldwell Banker's #1 selling residential agent (excluding agents who specialize in marketing big development projects) in 2006, 2007 and 2008.
- Jenny's priority has always been to offer her clients the highest level of service, market knowledge and integrity. From first time home buyers to CEOs to some of the city's finest builders, her client base is as diverse as the properties she represents. She has extensive experience in the condo, coop, loft, townhouse, single-family home, and new construction markets. Although she has sold homes as far north as Evanston and as far west as Oak Park, she specializes in the city's near north side including the Gold Coast, Lincoln Park, Lakeview, River North, Streeterville, Bucktown, and Roscoe Village. She also assists her clients who are moving out of the area by introducing them to her counterparts, the top agents in other communities.
- Jenny has been interviewed as an industry expert by writers for the Chicago Tribune, Chicago Magazine, Crain's Chicago Business, The Wall Street Journal, and People Magazine, she has appeared on a number of television venues including CNN, Fox Thing in the Morning, ABC 7 Chicago, and the Fine Living Network, and she has been featured on the covers of Realtor Magazine, Chicago Agent Magazine and Real Estate Executive.
- Jenny makes a significant investment in the properties she sells. Before putting a home on the market, she works with her sellers to optimize the presentation of their home, to identify their target market, to develop a strategic marketing plan, to analytically assess market value, and to personally supervise the preparation of all marketing materials including brochure research and copy writing, floor plan preparation, still photography, and virtual tour photography.
- Once listed, she offers a comprehensive mix of high quality print and web based advertising venues, as well as email feedback after each showing. The results speak for themselves; Jenny and her team have averaged approximately \$75 million in sales each year for the last three years.
- Jenny could not accomplish all this alone. She has recruited a small team of highly trained professionals who share her vision, complement her abilities, and are incentivized to hit team goals. With their help, Jenny is better able to leverage her time and focus her efforts on what she does best - marketing strategy and negotiation. Her sales team includes Kai Schirmacher and Mark Markarian, two licensed associates who work with her in the field selling listings, working with buyers, hosting open houses, attending inspections and closings, and much more. In the office, Jenny's team includes Director of Operations Tim Rounds, Client Care Coordinator Eleanor Olson, Design and Advertising Coordinator Denise Gibson, and Marketing Associate David Wright. Languages spoken by the team include Spanish, French and German.
- Jenny is carrying on a family tradition of excellence in residential real estate that was started in the 1880s by her great-great-grandfather, Gold Coast developer Nathaniel Fairbank, and by her step-grandfather (and founder of Sudler & Company Real Estate), Louis C. Sudler, Sr. Appropriately, her office at Coldwell Banker is located in the John Hancock Center which was developed by her family in the 1960s.
- Jenny's love of Chicago runs deeper than her real estate connection. She was raised with the understanding that it is important to give back to the community and has been active on charitable and civic boards for over 20 years. She is currently a member of The Board of Directors of the Lincoln Park Zoo and The Auxiliary Board of The Art Institute of Chicago. Jenny's team participates annually in the American Diabetes Association walk-a-thon and has underwritten and judged an essay contest in a Chicago Public School.
- Prior to her career in real estate, Jenny graduated from Yale University, worked as an investment banker and then as a film producer. She is passionate about cooking, fly fishing, photography, adventure travel, her family and her three sons -- Max, Alex and Erik.
- Visit Jenny's blog at www.liveandplayinchicago.com.

Specialty markets

- Buyer Representative
- Luxury Properties
- Relocation
- New Homes
- First Time Buyers

Languages

- French
- German
- Spanish

