

TOP AGENT MAGAZINE

MICHAEL KAUFMAN

Graduating from law school in 1985, Michael started working with a real estate syndication company in Lincoln Park, and he quickly realized his passion for helping clients with buying and selling property. Shortly after, Michael decided to follow that passion and began brokering in his hometown of Chicago. From Highland Park to Hyde Park, Michael strives to make sure his customers are well taken care of, and he provides references for maintenance and legal work given his background education in law. Michael has earned a reputation as a go-to agent in Chicago due to his wealth of experience and outgoing personality.



As a Chicago native and someone who is been in the real estate business for decades, Michael knows the city like the back of his hand. He is intimately familiar with market trends and the quality of neighborhoods in the area, and is transparent when giving that information to his clients. The knowledge that Michael brings to the table is second-to-none, and as a veteran Realtor, he is uniquely equipped to solve any number of problems that might arise when navigating a real estate transaction.

Michael was drawn to a career in real estate in large part due to the wide range of opportunities it offers to interact with a lot of different people. Michael is a people person who gets his energy from interacting with others, and he gets great personal fulfillment from helping people meet their real estate goals. "I strive to do my best for my clients, and I always keep their best interests at heart," Michael says. "I'm thorough, I touch

every part of the transaction, and I'm always there for them." Clients love that Michael is both personable and reliable, and express it commonly in his reviews. Michael gets 80% of his business through referrals from satisfied customers, a true testament to the quality of his customer service.

More than just a real estate agent, Michael finds it essential to provide a well-rounded experience for his clients, and he thinks of himself more as a "personal concierge". Michael goes the extra mile for his clients – he offers a wide variety of references and services to clients beyond what is standard, he routinely works with clients from out of the country, and he takes pictures with clients for magazines such as American Lifestyle. "It's not just about selling the real estate," Michael says. "If someone needs a handyman, a plumber, an electrician, or a loan, I know where to point them, and if I don't know the answer to a question, I know who to ask to find out."

In his free time, Michael loves enjoying Chicago sports teams with his son. His former company, Bear Kaufman Realty, was named after his best friend from Law School, Marc Bear, who moved away from real estate in 1986 but left the business in Michael's capable hands. He has now been working with Jameson Sotheby's International Realty for over seven years. Michael loves his work, and hopes to keep moving his career forward for many years to come. If you're looking for an experienced and enthusiastic Realtor in Chicago, look no further than Michael Kaufman!

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You can also visit his website mikechicagorealtor.com