

TOP AGENT MAGAZINE

NATALEE DISMUKE



Within moments of talking to Top Agent Natalee Dismuke, one thing is clear: she is truly passionate about the real estate business. She started out as an investor, and when her first property didn't sell for the price she was asking, she had an idea. "I decided I had to

dive a little deeper and really get to know the market, so I pursued my real estate license and quickly fell into doing it full-time." That was in 2007, when many agents were actually leaving the business due to the market downturn. "It was a hard time for everyone," she recalls. "I had to go out there and create my own business. I drove around, knocked on doors, and let consumers know I could help them with short sales instead of having the bank foreclose on their homes."

She has since branched into working in many areas of real estate, including bank-owned properties, residential resale and new construction in and around the Northwest Suburbs of Chicago. "I also work with a military housing assistance plan and the Everyday Hero program. Both programs offer assistance with closing costs to buyers who work in public service," Natalee explains. She works closely with her buyers' agent, Biljana Mora. "She practiced law as an associate in a law firm in Europe for six years and is such a wonderful asset to my team."

One of the things Natalee enjoys the most about being in real estate are the opportunities to blend creativity and productivity. "I was just able to launch my first magazine, Land and More. It features articles about short sales, construction and much more," she says. "There will be things that interest real estate professionals and clients. We're just getting it started and it's our goal to put out a new issue twice a year." Based on what the team has already achieved, there's no doubt they will reach that goal. Natalee is currently ranked as the #1 agent in her office, and the #3 agent for the company overall, out of more than 500 agents.

She hopes clients who have worked with her remember her professionalism, and that they felt they were very well taken care of throughout the home-buying process.

"I work as hard as I can to relieve all the stress and worries from my clients," she says. "We really believe in the true value of home ownership. I believe it's our duty to help any client achieve it through education, market knowledge and honest guidance." With that philosophy, it's not at all surprising what Natalee says is the most rewarding aspect of her chosen career. "It's definitely helping people achieve their dreams," she says. "Especially with first-time homebuyers. Oh my goodness! When you see their faces light up because they know they're about to own a home, it just feels great."

Natalee believes in giving back to the communities that support her business, and does so through her involvement with Sunshine Kids. "It's an organization that offers kids with cancer the opportunity to participate in activities that lift their spirits," she explains. "Throughout the year we create events and gather donations from the community and present them to Sunshine Kids at the end of the year." Natalee has some exciting plans for the future of her business. "I would love to be able to work with more high profile clients in the Chicagoland area and get to the point where Land and More goes out every quarter. I also plan to continue to build my team."



To learn more about Natalee Dismuke of Berkshire Hathaway HomeServices Starck Real Estate, call 847.204.9067, email ndismuke@starckrealtors.com or visit www.YourFamilyRealtors.net