



JENNIFER MILLS KLATT

Broker

Home Discovery Team

Jameson Sotheby's International Realty

In good times and bad, real estate has proved to be the perfect career for Jennifer Mills Klatt. An expert at navigating the ups and downs of the industry, she has sold more than \$1 billion in properties throughout her more than 30 years in real estate.

"I have a solid repeat client base that has grown from rentals to sales," says Klatt, a broker with Jameson Sotheby's International Realty's Home Discovery Team. "I help meet their needs in every capacity." Klatt owned and operated her own brokerage, Home Discovery Inc., for more than two decades before affiliating with Jameson Sotheby's International Realty. Recognized by the Chicago Association of Realtors as a Platinum Award winner based on volume, Klatt now leads a group that has been recognized as the No. 1 team companywide at Jameson Sotheby's International Realty.

Selling a unit in the Palmolive Building for \$6.3 million, one of Chicago's highest residential property sales of the year, was by far the biggest of Klatt's recent accomplishments. But she's also proud to have provided a new angle for lead generation on her team, as well as new members to make it happen. Team members hold many designations, from Seniors Real Estate Specialist to Accredited Buyer's Representative to Short Sales and Foreclosure Resource, allowing them to assist a wide variety of clients.

Having spent the last 15 years flipping houses, Klatt's renovation knowledge and network of resources allow her to help clients prepare properties for sale and see the potential in homes that need to be updated. "People like my personal approach to real estate and the energy I have to stay positive and go the extra mile to get a deal done," she says.

Klatt lives in Lincoln Park with her general contractor husband, James Klatt, and their two children. She enjoys the competition and challenge of tennis, recently ramping up her game to compete at a 4.0 level. She also likes to cook and entertain at home. To give back, she supports local charities and volunteers at her church and local school, St. Josaphat Parish.