

## JENNIFER MILLS KLATT

*Team Lead Broker  
Home Discovery Team, Jameson Sotheby's  
International Realty*

The Home Discovery Team, led by Jennifer Mills Klatt, is a Chicagoland real estate mainstay that has weathered every market cycle over the last 34 years. Known as a source of knowledge and support for clients and a leader and mentor to agents, Mills Klatt serves all of Chicago and the northern and western suburbs, including the North Shore.

Her decades of experience benefit clients in every facet of residential real estate. "My clients are everyone from luxury to first-time homebuyers to investors," Mills Klatt shares. "We also do rentals. I personally flip property and have flipped over 23 units, and my husband, Jim Klatt, is a contractor."

With four brokers on the Home Discovery Team, Mills Klatt can ensure that all clients get the same superior level of service and that every angle is covered by employing a streamlined business style with systems and processes in place. "We are a well-oiled machine and do all we can to make real estate deals in Chicago as smooth as possible," she says.

Mills Klatt has a carefully tailored marketing plan for each listing, including professional staging and photography. She also emphasizes video tours for each of her listings, something she views as imperative for listing on social media, for encouraging brokers to schedule showings and follow-ups, and for eventually closing deals.

This year, the group is the No. 1 team at Jameson Sotheby's International Realty, with Mills Klatt personally responsible for a home sale worth over \$5 million and a Gold Coast condo listing at \$13 million. Also this year, the industry veteran is especially proud of finding and advising a young family on the purchase of their first home, helping them make roots in Chicago and grow their lives here. She finds fulfillment in helping clients make their real estate dreams and needs become reality.

