

# TOP AGENT MAGAZINE

## STEVE JURGENS



Top Agent Steve Jurgens – Managing Broker/Owner at 312 Estates Luxury Real Estate in Chicago – is a hardworking, innovative and truly dedicated real estate professional who works diligently to ensure that each of his many clients receive top-of-the-line customer service. Having built his thriving business on a solid foundation of honesty and integrity, Steve has

more than earned his stellar reputation as a trusted advocate for buyers and sellers alike in the Windy City.

Steve, who previously worked for Arthur Anderson doing mergers and acquisitions, began his career in real estate in 2002 armed with a business plan. “I went to one of the private equity firms,” he recalls, “hoping to get the money in order to execute my plan. A wise mentor told me to try working in the industry first, for six months, and that if I still wanted to do real estate for a living then we could talk about how to put it together.” Steve found success almost immediately working for ReMax and being named their Rookie of the Year, and in 2003 was part of opening a boutique agency. Since then, he has built his business to the point where he is now selling between 20 – 30 million in sales volume annually.

Currently, the entirety of Steve’s considerable business is based upon referrals, repeat clients and positive word-of-mouth. “I think a lot of that has to do with the fact that I’m very hands-on with my clients,” he says, when asked how he has managed to generate such impressive levels of trust and loyalty amongst those he works with. “My clients never have to play the telephone game with me. I stay in constant contact with them during every aspect of each transaction.

Steve, who graduated from Hope College, received an Entrepreneurial Certificate from the Wharton School of Business at the University of Pennsylvania, and Juris Doctorate at the John Marshall School of Law. Both of these accomplishments have been pivotal in helping Steve provide exceptional value to his many clients.

Another factor that comes into play when assessing Steve’s ever-growing success story would be his expert negotiation skills and cutting-edge, comprehensive marketing strategies. These strategies include a custom coded websites for each listing which provides invaluable data feedback to Steve. To Steve’s knowledge no other agency has this. 312 Estates marketing strategies include top-tier photography, interactive floor plans, and deft utilization of video to showcase each property in the best light possible. The result is almost always a fast sale for top dollar, not to mention happy – and returning and referring – customers.

When he’s not working, Steve enjoys nothing more than spending time with his family. Steve loves coaching his kids’ Welles Park baseball team. He is also an ardent philanthropist who gives back to his community in a variety of ways, most notably as former President and board member of the Fourth Presbyterian Trustees. In this capacity Steve has helped support and oversee the charitable organization Chicago Lights, which assists children in need.

“I’d like to keep growing, and to continue using the same cutting-edge technologies and marketing we use,” says Steve, when asked about the future of his business. “I’d also like to add more agents under the 312 Estates umbrella.” Above all, however, remains Steve’s constant objective: to continue providing his many buyers and sellers with the unparalleled customer service that has long been his calling card.



For more information about Steve Jurgens, call 773-580-2907 or email [Steve@312Estates.com](mailto:Steve@312Estates.com)