

What is the main focus of The Spaniak Team eXp Realty?

Our focus is to get our clients' homes sold quickly and for the highest price. We pride ourselves on our professionalism, knowledge and experience, and know that clients who choose us recognize this.

What is your philosophy about running a local business?

Running a local business is connecting with people. It's important to be honest and respectful with those in our community because word spreads fast! Our philosophy is that we always do what is right. We try our hardest and if we've made a mistake we "own up." We treat our clients with care and compassion because selling a home has become an incredibly difficult and emotional process nowadays. And we help them through it.

What do you like most about the real estate business?

We enjoy helping those who aren't sure where to go or how to start. It's a true accomplishment to take someone to the finish line and see them on their way to a new chapter in life. We love sharing our expert knowledge about how to sell and buy a home. That's why we offer free seminars on how to sell a home—we want people to succeed!

Why did you join the farmers market to sponsor Customer Appreciation Day?

We believe that you have to give back to the community and the farmers market sponsorship fits with who we are as a business—it's all about customer service. So, we are excited to partner with the market because of the many wonderful things they do for our community.

A short bio on Spaniak Team founder and principal Kati Spaniak:

Kati is a life-long resident of Northbrook. She attended Greenbriar School, Northbrook Junior and graduated in the class of 1989 at Glenbrook North. She raised her children here and continues to reside here as an active member of the community. She built her real estate business from the ground up in just eight years to become the number 1 team in Northbrook and one of the top agents on Chicago's North Shore.

Says Kati, "I have so many fond memories of growing up here. For example, I remember having a blast sledding down Meadowhill, and I remember feeling such pride when Anne Henning won the speed skating gold medal and at the parade that celebrated her success. I love it that my kids have made so many great memories too. Through my career I have been in thousands of homes in Northbrook and have sold hundreds of them. Northbrook is a part of who I am.

To what do you attribute your success?

"I built my business from the ground up through hard work, authenticity, and sharing my best self with others. I listen, connect, and always try and do what is best for our clients."