

About Mary Marcus

Passion, Focus, Drive and Caring

PASSION

Chicago. It's a city that works. Not just in the way that it pulses to the heartbeat of its business community, but it's a city that works for ME. It speaks to me through its architecture, its vitality, its culture, and the vibrancy of its people. Chicago is part of who I am. It's home. This is why I chose to build my life and career here.

My love of and passion for the North Shore area of Chicago is borne out of my love of interior design. In my "former life," I catered to the interior design needs of the North Shore residents, focusing my business exclusively on the sophisticated tastes of the neighborhood.

I was lucky to find a career that channeled the two things I loved most: the city that fuels my passion for living, and interior design and its power to unleash the hidden potential of almost any home. In Real Estate, I found my true calling.

FOCUS

The best businesses are those that are focused, rather than scattered to the four winds. My business is focused exclusively on the North Shore and Chicago and the neighborhoods of Deerfield, Evanston, Wilmette, Winnetka, Kenilworth, Glencoe, Highland Park, Glenview, Northfield, Northbrook and Long Grove. I know these communities inside and out. I know the homes' histories, what gives each neighborhood its unique character, what makes each of them so very special.

Focusing not just on geography, but market, as well, I am a Certified Luxury home Market Specialist (CLHMS), which means that not only have I performed consistently in the top 10% of REALTORS in my markets, I understand the intricacies of marketing exclusive homes, the mindsets of their buyers, and the subtleties required to bring transactions to their successful conclusions. It means that your experience working with me will be a gratifying one that caters to your exclusive tastes.



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DRIVE

I pride myself on having the ability to be empathetic, yet assertive in my business dealings. A Certified Negotiation Expert (CNE), as well as an Accredited Buyers Representative (ABR), this approach enables me to advocate my clients needs and wishes effectively, making sure that acceptable solutions for all parties to a real estate transaction can be achieved, no matter what it takes.

I take my job very seriously. Whether you're buying or selling a home, you're undertaking one of the biggest decisions of your life. That you have chosen to entrust me as your advocate is the highest accolade that can be paid to me. Your trust is something that I take very seriously. When you work with me, you can be certain that your wishes will be held in the strictest confidence, that your transaction will be handled with the utmost care.

CARING

I am passionate about my profession, absolutely. I am passionate about helping those less fortunate. I believe in giving back. I've worked very closely with the Make A Wish Foundation for 20 years, as well as centers for battered women, abused children and other underprivileged groups. This is why a percentage of each home purchase or sale will go to benefit the wishes of children with life threatening illnesses at Make A Wish Foundation.



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