



ANNA KLARCK

*Broker/Owner
AK Homes*

Anna Klarck had much to celebrate in 2017, a record-breaking year in a career spanning more than two decades. She generated nearly \$60 million in production and sold more than 200 homes in the past two years.

Klarck, broker/owner of AK Homes, realized in the two short years since she founded her brokerage that the big name of a franchise is not required to be successful. "My commitment to my clients who keep supporting me over the years is what makes me successful," Klarck says. She serves buyers, sellers and investors in Lake and Cook counties. Ranked among the Top 20 highest-producing agents in Lake County, she is the only agent that achieved this award as an individual; the other agents all belong to teams. "Being an individual agent and not a team helps me to be focused on every client from start to finish," she says. "My goal and desire is to build relationships with clients, who are the reason I am a top agent in my area."

According to a list compiled by REAL Trends, she presently ranks No. 31 among more than 10,000 of America's Best Real Estate Agents based on transactions.

Past clients and referrals are a significant portion of Klarck's business. She strengthens ties with them by keeping in touch through email messages and phone calls. Helping clients reorganize and stage their homes before the professional photographer becomes involved is another way for her to add considerable value. "I am there with my jeans on ready to get things done," she says. "I truly believe that the agent involvement in the selling process creates the bond and the memories to keep for years to come."

Clients appreciate Klarck's enthusiasm. They especially like the time she takes to listen to their needs, present them with options – always weighing the positives and negatives – and provides them with valuable input. Not only has she learned by doing, but she has also continued her education. Klarck holds 14 real estate designations, including Accredited Buyer's Representative, Certified Negotiation Expert, Certified Residential Specialist, Certified Luxury Home Marketing Specialist, Certified Staging Consultant and Certified International Property Specialist.

In her free time, Klarck enjoys long walks, gardening, reading and, most of all, spending time with her family.