

Leigh Marcus

Realtor, CDRE™

@properties
2203 W Roscoe Street #1, Chicago IL 60618
Leigh@LeighMarcus.com
Direct: 773-312-7550 | Mobile: 773-299-8025
Lic #475.125223

CURRICULUM VITAE

Leigh Marcus has been a licensed REALTOR specializing in residential real estate since 2007 and is one of few Certified Divorce Real Estate Experts™(CDRE) in Chicago. Nationally ranked by *The Wall Street Journal* and currently ranked among the top 5 real estate brokers in the city, Leigh has helped over 1,700 families move, accounting for over \$1 billion in career sales. Leigh is top-ranked on Zillow, Yelp, and Google. Leigh believes in approaching real estate with a clear plan, data-driven expertise, tailored marketing strategies, and empathetic communication in which his client's unique needs are paramount. He has a track record of selling homes for 99% of list price, with 50% of his listings selling in 13 days or less. He also specializes in homes that other agents have been unsuccessful in selling.

Leigh earned his degree in Psychology from Indiana University. His education and extensive experience in Chicago residential real estate have allowed him the ability to navigate divorces and complex matters in the realm of family law related to the purchase and sale of real estate. Most importantly, Leigh believes that every real estate transaction is unique. Though he has a keen knowledge of the real estate market and the economic principles that drive his results, his dedication to helping people transition guides every client relationship.

EDUCATION

Indiana University <i>B.A., Psychology</i>	<i>1996-2000</i>
The Mike Ferry Organization <i>Elite Coaching</i>	<i>2008-Present</i>
Professional Real Estate Standards and Ethics Training	<i>2007-Present</i>

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The Illumni Institute

2021

The Divorce Niche Course

- Anatomy of Divorce
- Divorce Court 101
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

PROFESSIONAL HISTORY

@properties

2011-Present

Broker

- Owner and Operator of Leigh Marcus, Inc.
- Assists buyers & sellers in reaching their goal of moving successfully
- #1 Listing Agent (# of units) for resale properties sold in all of Chicago over \$350,000
- Significant transaction experience in nearly all Chicago neighborhoods
- Proven 25 Point Plan of Action for optimal selling results
- Documented sales process to ensure desired outcomes
- Founded and runs a team of 24 real estate professionals
- Advise on, facilitate, and manage staging and home improvement to ensure homes sell faster and for the best price
- Established and oversees a mentorship program for the entire Leigh Marcus Team
- Certified Divorce Real Estate Expert™ (CDRE)

Keller Williams

2007-2011

Broker

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EMC 2006-2007
Account Manager

CDW 2003-2006
Inside Sales Associate

PROFESSIONAL DESIGNATIONS

Certified Divorce Real Estate Expert™ (CDRE)

Illumni Institute

- Understanding of the fundamentals of family law as it relates to real estate transactions
- Expert in the nuances of listing homes that are the result of divorce including financial, legal, and interpersonal
- Ability to help address and navigate real estate disputes between sellers in the best interest of the sellers
- Experience working as a neutral force across a wide spectrum of conflict levels

AWARDS & RECOGNITION

- Ranked Chicago Magazine's #6 Top Real Estate Team 2021
- CAR Platinum Top Team 2020
- Homelight Top Negotiator 2020
- *Inc.* 5000 List 2018 & 2019
- CAR North Center Neighborhood Top Producer 2017-Present
- Top 1% of CAR REALTORS 2016-Present
- Nationally Ranked #194 among Real Estate Brokers by *The Wall Street Journal*
- #1 Broker for homes sold at @properties, the #1 ranked brokerage in Chicago

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PRESS

- Featured in *Chicago Agent Magazine* “Who’s Who” 2016-2021
- Featured in several *Chicago Tribune* articles
- Featured on *The Whitney Reynolds Show*, a nationally syndicated television show
- Featured on *The Real Estate Team Builders Podcast*
- “Neighborhood Favorite” on *Nextdoor.com*
- Featured in several *Chicago Agent Magazine* articles including a cover article

PROFESSIONAL AFFILIATIONS & CERTIFICATIONS

- Chicago Association of REALTORS® (CAR)
- National Association of REALTORS® (NAR)
- Illinois REALTORS®
- Licensed REALTOR®
- Lakeview Roscoe Village Chamber of Commerce
- Luxury Portfolio International
- Midwest Real Estate Data (MRED)
- Top Agent Network (TAN)