

“Believe you can and you are halfway there.”

—THEODORE ROOSEVELT

RELATIONSHIP BUILDER

With over 30 years of experience and deep roots in the Western Suburbs, **CHRIS PEQUET** is a trusted name in real estate. She is known for her attention to detail, market awareness, and dedication to each client's success. As a leader in her office and one of the most recognized brokers at Jameson Sotheby's International Realty, she offers personal service supported by an accomplished marketing team—specializing in listings in Hinsdale and beyond.

What excites you most about the future of your industry? I am excited to have developed a new team that is backed by experience in valuation, design, and strategic marketing. We are changing the industry approach from deal-based to relationship-based experiences.

How do you give back to your community or industry? With my long-standing involvement in the community, including Chamber of Commerce director and advisory boards, Foundation School Board service, and charitable work. Involvement in these activities has been very gratifying and allows me give back and to stay connected to my local community.

What's a trend you're embracing—or challenging? I am challenging the massive team approach to real estate. Biggest is not always better! I have never wanted to be the biggest. I only want to give the best service and experience for my clients on a personal basis. Our new team was created adding seasoned experience in appraisal and interior design that further enhances my core foundation of local expertise and elevated client care.

How do you maintain balance between your professional and personal life? First of all, I have a very understanding husband and family. This business will have us change plans in a moment. However, over the last 30 years of flexibility it makes things interesting. That is one of the elements I love about this business—each day brings a new adventure.

What do you do to recharge? Spending quality time with family and friends is my happy place!

What's one leadership lesson you've learned the hard way? That you need to delegate, you can't do it all yourself.

For more information, visit chrispequet.com or follow her on Instagram @chris_pequet or on Facebook at ChrisPequetRealtyGroup.

