



JERFITA TEAM



TheKeyToHomes.com

847.813.7700

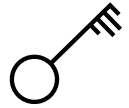




Welcome Home



The Compass Advantage, *Defined*



Compass takes a high-tech, high-touch approach, combining the best agents, transformational tools, and unparalleled marketing and support services.

The Country's Leading Agent Community

Compass has not only attracted the top 10% of agents in the country, but retained us, with an industry-leading 98% of signed agents still with the company.

The average non-Compass agent spends just 11% of their time with clients, but thanks to our stellar technology and full-time, in-house support staff, I'm 4x more efficient and can focus that attention back on you.

The Most Sophisticated Technology

Developed in partnership with Compass agents, our proprietary tools help me complete every facet of my job better: search for homes, price and market properties, communicate with clients, and track the local real estate market.

With 99% of millennials searching for their next home online – and millionaires and billionaires being created faster within this demographic than ever before – we speak the language of the next generation.

An Unparalleled Support Network

Compass is backed by some of the most successful investors and entrepreneurs in the world, including SoftBank Vision Fund, IVP, and Wellington Management.

No other brokerage has leveraged top talent outside the real estate industry – from finance, e-commerce, media, advertising, hospitality – and applied that thinking to modernize our business model.

A Top-Tier Marketing Team

As a Compass agent, I have access to an in-house marketing and creative studio, comprised of designers, strategists, and producers from acclaimed brands and agencies such as L'Oréal, Condé Nast, WeWork, Twitter, and J. Walter Thompson.

We partner with luxury outlets like Wired, Condé Nast Traveler, Bon Appétit, Elle Decor, The Wall Street Journal, The New York Times, and Architectural Digest to create memorable, impactful brand expressions.



A network of top real estate agents ready to bring you your buyer.

\$152B+

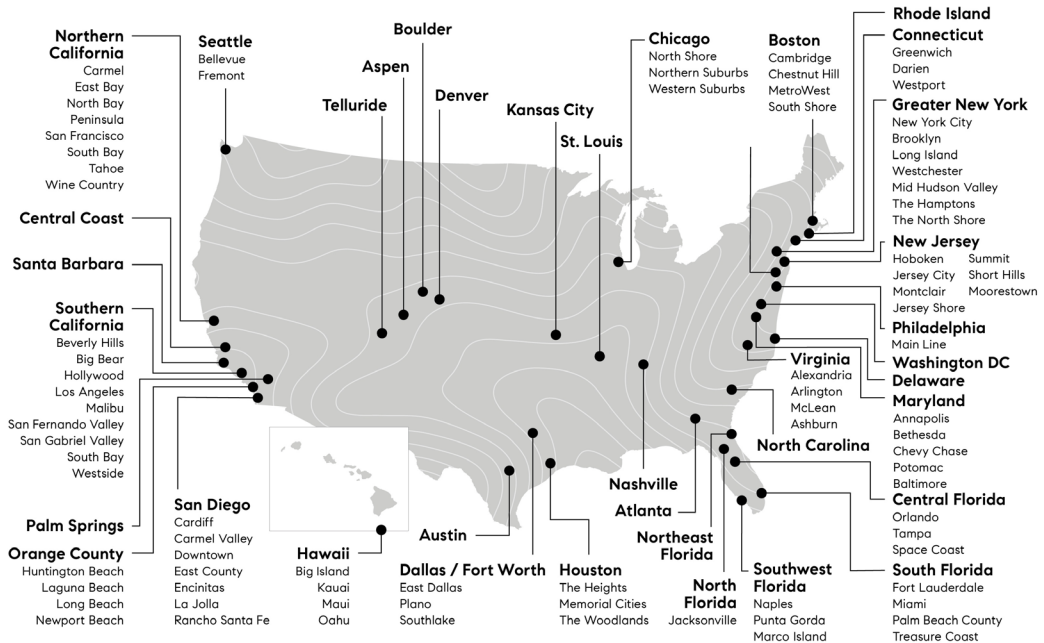
2020 Gross Transaction Value*

350+

Offices

19K+

Agents**



*Gross Transaction Value is the sum of all closing sale prices for homes transacted by agents on the Compass platform. We include the value of a single transaction twice when our agents serve both the home buyer and home seller in the transaction. This metric excludes rental transactions.
 **Agents are defined as all licensed agents on the Compass platform as of 3/31/21.



Compass *Coming Soon*



Pre-Marketing Your Home. Drive buyer interest and buzz with Compass Coming Soon, which affords prospective buyers a glimpse of your home before it officially comes on the market.

Early to list means early to sell

Listing your property first on Compass Coming Soon can build anticipation among potential buyers, drive up its value, and shorten the sales timeline.

Get twice the exposure

Coming Soon creates two separate opportunities to launch your property: First on Compass.com, and then later when the listing goes live on the MLS and aggregate sites.

Get feedback, fast

Testing the market with Coming Soon helps your listing to perform even better, once it opens to the public. You'll gain invaluable insights on pricing, photos, and positioning.



Compass Concierge

“Compass Concierge was a true gift. Suddenly I had the finances to get my home of 18 years ready to sell, with no upfront cost to me. It ought to be called the ‘Concierge stress relief program.’ It exceeded all my expectations of the home-selling process.”

Jo-Ann, Seller | San Francisco Bay Area

\$200k

Above list price

4

Days on market



COMPASS
CONCIERGE



How it Works

01

We will work together to decide which home improvement services can increase your home's value the most and set an estimated budget for the work.

02

Once approved, I will be by your side as you engage vendors and commission work.

03

When your home sells, you will simply pay the cost of the services provided - and nothing more.



8

Jerfita Team

Bridge Loan *Services*



A simple solution to bridge the gap between the home you have and the home you want.



COMPASS BRIDGE LOAN SERVICES

With Compass Bridge Loan Services, you can access bridge loans from industry-leading lenders without the burden of out-of-pocket costs. Enjoy competitive rates and dedicated service, with the exclusive option to get up to six months of your loan payments fronted when you sell your home with me.

Already working with a lender you love? No problem. This unique offering lets you choose the provider that works best for you.

How it Works

01

Work with me to find your next dream home.

02

Apply and get approved for a bridge loan with the lender of your choice.

03

Work with me to get the first six months of your bridge loan payments fronted.*

04

Move into your new home while I work to sell your current home faster and for more money.

05

When your old home sells, simply use the proceeds to pay back the bridge loan and any fronted monthly payments.





The Jerfita Team

We're a team of knowledgeable, enthusiastic and extremely hard working real estate agents. We will put together a strategic game plan to achieve your goal. Our mission is to provide top notch service, exceed expectations and create Raving Fans!

We bring a fresh new approach to Real Estate. Expect unmatched staging, cutting edge marketing and innovative design. We know the “must dos” to prepare your home for the market. Our goal is to position your home to secure Top Dollar.

When we look for your dream home, we have access to many homes not yet on the market. We dig through our private network as well as reaching out to our agent network.

Whether you are buying or selling we have your back!

- • •
- • •

Missy Jerfita



MISSY JERFITA

Broker | The Jerfita Team

847.813.7700

Missy@JerfitaTeam.com

Skydiving is something that Missy will Not be doing again anytime soon... she would rather be negotiating Top Dollar for her sellers. Featured on the cover of Chicago Agent Magazine, a radio spot on WGN Morning Radio, a ground-breaking \$160M+ in the past 3 years, a number of commercials, and industrial print ads, you may recognize Missy. An actor and communications studies major from the University of Kansas, Missy can relate to a variety of personalities with confidence. Your might say she grew up with real estate. Her mother and two sisters-in-law are Realtors®; Missy speaks the language. After building, purchasing and selling homes of her own, she realized that she enjoys the processes and challenges and understands what it takes to bring a transaction together seamlessly and pleurably. Negotiating a win-win situation takes good listening skills, one of Missy's strongest suits.

Missy's results speak volumes. Consistently from 2005-2021, Missy has been a top producing agent on the North Shore of Chicago. Missy sold over \$10M her first full year in real estate, approximately 15 homes. In order to provide her clients with another level of service, Missy developed a strategic team.

She has been quoted in the Chicago Tribune, Crains, Chicago Agent, WGN to name a few. Some of her awards include the prestigious Chairman's Award, Best Team Platinum Award, "Best of the Best" Award and was recognized as a "40 under 40" and agent to watch!





Over \$700 Million
in Sales in the
Past 14 Years!



Alise Luke



Alise, a new addict to Mahjong! She is a 25 year veteran in the residential real estate arena, was raised in Glenview and now raises her 2 boys in the nearby area as well. Real Estate is a full time career and with a passion for Alise. With her background in Human Resources and Customer Service, it's easy to see why she consistently sells 50 homes each year.

Her strong work ethic and high morals along with long hours and in-depth knowledge about the housing market are always a value to her clients. Alise's successful career on the top teams in the region is built on Communication, Determination and Trust.

During her free time she loves biking and movie binging with her kids. In the nicer weather, you can find her gardening in her yard for some self designated therapy!

Irene Christensen



Mark Twain is quoted as saying, "Find a job you enjoy doing, and you will never have to work a day in your life." Few people can find such a fit but Irene's love for real estate started at an early age. As a child, she would design floor plans and force her parents to attend open houses on weekends with a future in real estate almost a foregone conclusion. Prior to working in real estate, Irene worked 15 plus years in the corporate world focusing on marketing and finance. These positions helped Irene gain valuable skills that she uses daily in the real estate world. Whether buying or selling, Irene makes the process easy for clients while working hard behind the scenes to make sure she gets the best deals.

A native to the Chicagoland area, Irene has lived in the North Shore area since 2010. She, along with her husband and two daughters, currently call Glenview home.



Alice Reich



Alice Reich is an experienced real estate agent you will love working with. She's responsible for all the small details that make your listing shine. Making sure you have beautiful brochures, listing sheets, clean booties and checking on your home once a week if it's vacant. She will help alleviate any feelings of anxiousness and make your experience enjoyable.

Before beginning her career in Real Estate, Alice worked as a Project Manager and Trainer in the telecommunications industry. She is well equipped to see your transaction through from beginning to successful end. Alice grew up in Chicago's Ravenswood neighborhood and currently resides on the North Shore with her husband, three children and Lincoln 🐕.

Sharon Loveless



Sharon is the "pitcher" for our team, as a matter of fact her husband proposed to her over the scoreboard at Wrigley Field!! As a member of the Jerfita Team for the past 9 years, coupled with 10 years in Real Estate, Sharon has the experience and organizational skills to assist in your buying or selling transaction, and keep you informed every step of the way. Married for over 30 years and with 3 grown children, Sharon understands the daily demands of your busy life and does everything possible to make your experience with the Jerfita Team as smooth as possible.

Why Sell with Jerfita Team?



Accurate Pricing

Market statistics show when a seller prices their home correctly, they will sell quicker and net more money.

Custom Staging Solution

Staging increases the seller's dollar value approximately 10% and decreased the amount of the time a home is spent on the market, per National Association of Realtors.

Internet Marketing

Did you know that over 92% of buyers start their home search on the internet? Our focus is to capture those buyers!

Unrivaled Networking

Our team is a leader in both the real estate industry and their community. In other words... we are well-connected!

Expert Negotiating

We consider negotiating an art form. Our job is to discover what is driving the negotiation and capitalize on it.



Why Buy with Jerfita Team?



Market Knowledge

The Jerfita Team has the inside track: we have been inside the homes and have an edge on uncovering homes not yet on the market. History of the home and underlying details help you make a more informed decision!

Securing Best Value

We do our homework by finding comparables to support the purchase price. Sometimes the price is right on, other times we find comparables to justify our offer price. Our goal is to secure the best value for you!



Access to Homes Not on the Market

The secret in the market is that many great homes sell quietly before being listed. Our agents maintain relationships with other agents to uncover homes before hitting the market. As well as utilizing our private listing networks. We guarantee if we are listing a new home, you will be the first to know!

Jerfita Team *in the News*

Missy and the Jerfita Team are no strangers to publicity. Over the years, The Jerfita Team have been covered in NUMEROUS local and national publications. Missy, who has been quoted as an expert source in The Wall Street Journal, Chicago Tribune and on WGN radio, believes that these accomplishments are largely due to the fact that her team is “The Best of the Best” Realtors.

Chicago Agent Who's Who 2021

MISSY JERFITA
Broker
Compass

For Missy Jerfita, sincerity has been the most instrumental trait in her success in real estate. “I genuinely want what’s best for my clients,” she says. “It’s not just about the highest commission, but helping my clients achieve their goals. I treat every transaction as if it were my own.”

Jerfita was an actor before starting in real estate. She did commercials and was even a spokesperson for Subaru. She attributes her thick skin and fearless personality to being turned down for roles for which she auditioned. “I am not afraid to be told ‘no’ or take risks, which can be valuable in this industry,” she claims.

With a mom who was a Realtor, Jerfita grew up “speaking the language.” Her clients applaud her for making transactions easier, whether it comes to listing prices, staging or marketing. They describe her as “thorough, energetic, knowledgeable, professional and loaded with integrity.”

For Jerfita, building a real estate team has been essential to growing her business. “One person cannot deliver the quality of service I want to deliver to each client, so I need an assistant and buyers agents to help,” she says. “Together we manage each transaction with the personal service every client demands and deserves.”

Providing such excellent service has earned Jerfita multiple awards in the last couple of years, including Grant’s Chicago Business Notable Residential Real Estate Brokers Award in 2021, North Shore-Barrington Association of Realtors Top Team 2020 by Volume and was ranked as number 119 in Real Trends America’s Best 2021 Top Small Teams in Illinois by volume and sides.

Jerfita’s sincerity also carries into her personal life, where she’s involved in several philanthropic organizations, including Youth Services of Glenview/Westbrook and Habitat for Humanity. Her team has established the Jerfita Team Key to Success Scholarship, which helps high school seniors with their educational aspirations. The Jerfita Team even has a moving truck that is not only available to clients, but also to local charities and churches to assist with charitable work such as food drives during Thanksgiving.





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Chicago Tribune

THE WALL STREET JOURNAL.

WGN^{RADIO}
720

CHICAGO SUN*TIMES

CHICAGOAGENT
MAGAZINE

MODERN **LUXURY**



Giving Back to the *Community*

High School Scholarship

We proudly have started "The Key to Success Scholarship" given to a Senior at Glenbrook High School. We have given more than \$10,000 over the years.

Habitat for Humanity

Habitat for Humanity is a nonprofit, ecumenical Christian housing organization building simple, decent, affordable housing in partnership with people in need. A portion of every check from our closings goes towards building homes for families in need.

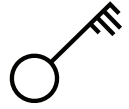
Youth Services

Youth Services fosters the social and emotional well-being of children and youth. In addition to being the main sponsor for the annual THE GIRLFRIENDS BREAKFAST EVENT - we also sponsor a family at Christmas to fulfill their gift wishes.

Youth Services of Glenview / Northbrook

Missy has served on board of Youth Services of Glenview/Northbrook, which offers various programs including counseling, crisis intervention and socialization groups to foster the social and emotional well-being of children and youth. Missy is credited with increasing donations substantially since she has joined the board.

Jerfita Team *Moving Truck*



When you buy or sell your home with the Jerfita Team, you get FREE access to our own moving truck!



Testimonials



Seller \$2.475M property

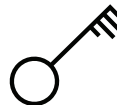
“Missy Jerfita is most likely the best Realtor on the North Shore...Missy sold our house in less than a week at near full list price... I believe Missy has a rare combination of resources, knowledge, and focus. Missy has all the resources and staff of a large office and national company and multiple ways to market your property. She knows how to leverage those resources to communicate your house to potential buyers. She has the experience to price and market your house. Another trait that sets Missy apart is her focus -- which I can't stress too much. She works hard, along with her staff, to understand what make your house unique in order to communicate that information to those specific buyers who would want those features.The only negative we had working with Missy is that she sold our house much more quickly that we thought.”



Seller \$1M property / **Buyer** \$2.2M property

“Missy did a wonderful job selling our house quickly and finding us a new house. She is responsive and extremely professional and competent. I would highly recommend her!”





Seller \$600K property

"We had a fantastic experience with everyone on Missy's team! From start to finish we felt like we were always the priority, even as busy as the team is...Thank you for the best experience we have ever had in real estate"



Seller \$900K property / **Buyer** \$600K property

"We sold and purchased properties on the same day, so I got to see how Missy and her team handled both ends of the real estate transaction...Their customer service, knowledge, and negotiating skills are top-notch. I would highly recommend Missy Jerfita to both buyers and sellers. Plus, we really loved using their moving van!"

Seller \$800K property

"Missy and her team were fantastic, I'd highly recommend to anyone! From start to finish a 1st class job, sold our house in a reasonable timeframe and at a great price."

Testimonials



Seller \$2.2M property

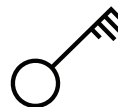
"Missy understood our goals and needs when it came to selling our home. She also knew our style and taste when it came to identifying new home options. If it was not for her we would not have been able to successfully close both transactions"



Seller \$1.3M property

"Missy is very personable and professional. She knows Glenview area inside out. I had complete confidence in her expertise. She sold our house in a short amount of time and she followed up on every step of the process all through the closing. Missy is a true expert in real estate and I would recommend her to others. In my opinion she is number one broker in Glenview."





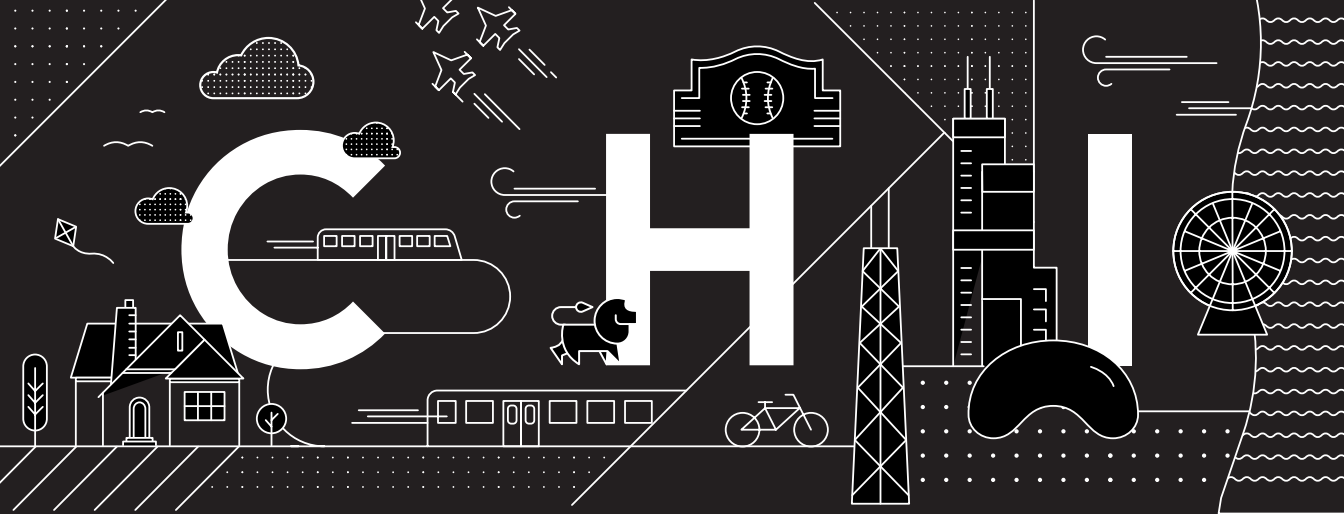
Buyer \$525K property

“When my wife and I started looking for our first home we were apprehensive since we are both in sales. We figured it would be a grueling process but nothing could be further from the truth. Yes we had to look at a ton of homes but we had particular tastes and that’s just the process...She has a skill set that goes well beyond her field, and that knowledge was applied time and again throughout the process. Needless to say, she put up with all of our quirks, questions and endless appointments till we found our new home. If you want the process to go smooth, don’t waste your time working with anyone else”



Seller \$1.2M property

“Missy was very responsive and proactive in helping to sell our house. I would recommend her to anyone looking in Glenview and the surrounding areas. We very happy with Missy and her team.”



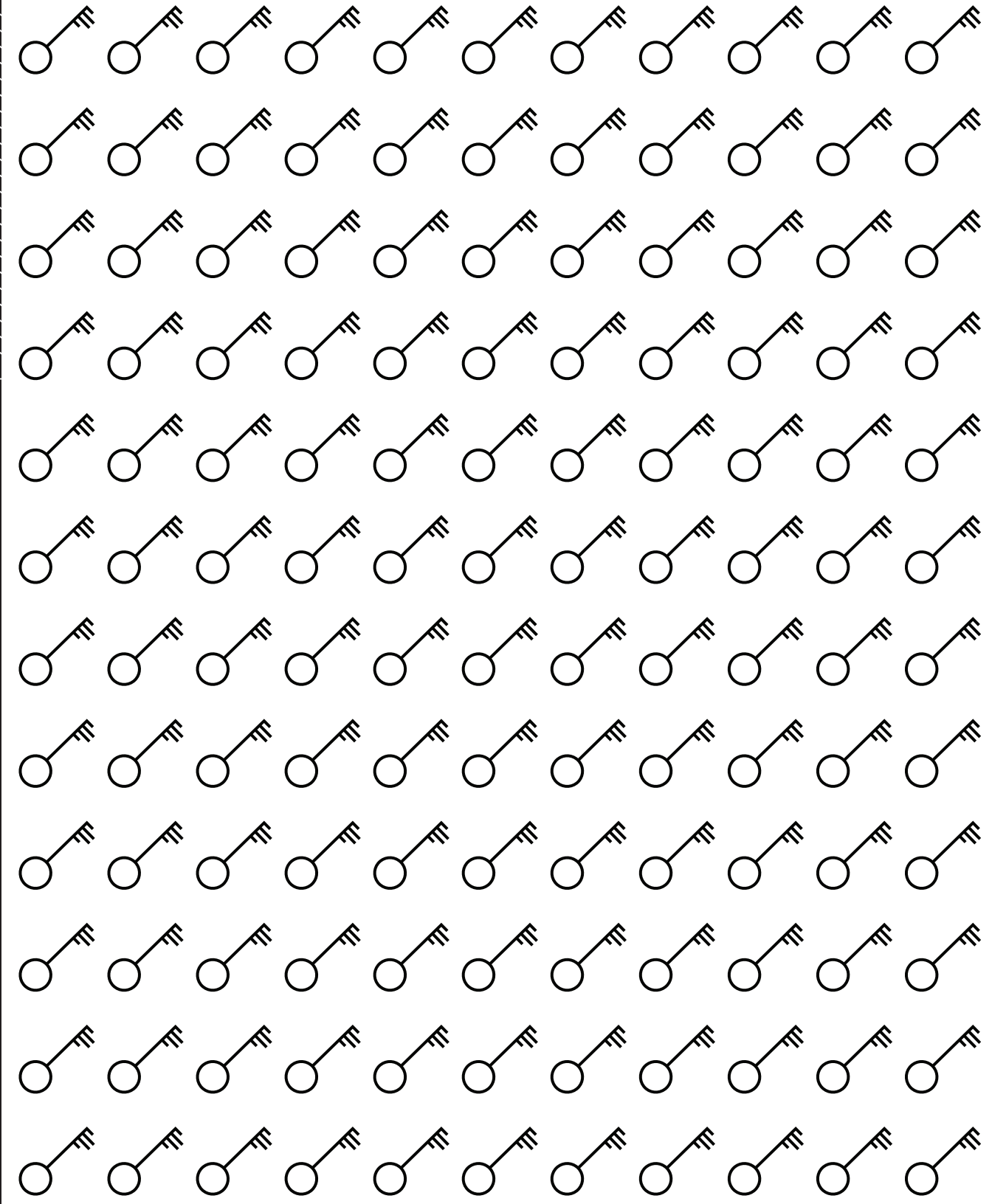
The Jerfita Team is your connection to both *the city and the suburbs.*

Partnering with The Lowe Group at
Compass, we have expert knowledge of all
Chicago neighborhoods and suburbs for
your every real estate need.

The Lowe Group

Jeff Lowe
lowegroupchicago.com





COMPASS

Compass is a licensed Real Estate broker with a principal office in Chicago, IL, and abides by all applicable Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. It is compiled from sources deemed reliable but is subject to errors, omissions, and changes without notice. All measurements and square footages are approximate. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of Real Estate brokerage.



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