



Susan Nice

BUY | SELL | RENT | INVEST



Susan Nice

2010, 2015, 2020, 2021 & 2022 Top Producer, Awarded by the Chicago Association of Realtors

Susan is a Chicagoland native and has experience in the Chicago area real estate market since 2004. She has lived in several of Chicago's diverse neighborhoods including Lakeview, West Loop, Old Irving and Wicker Park. Susan's ultimate goal is to provide her clients with superior knowledge, care and attention through the process of buying and selling a home.

Susan's curiosity for real estate began at an early age when she started attending open houses regularly on weekends. After graduating from the University of Iowa with a B.B.A. in finance and working in both the finance and customer service industries, Susan quickly realized her combined skill set could effectively be entwined with her passion for the ever-changing, fast-paced real estate industry. As a seasoned agent, Susan learned to really listen to her clients, which helps to achieve the ultimate goal of finding a perfect property and negotiate the best value. She is committed to providing the same dedication for her listings, ensuring that every one of her sellers is kept constantly informed and gets the best possible price for their property.

Susan is excited to combine her knowledge, passion and earnestness with Dream Town's exceptional and innovative marketing and customer care to continue providing the best experience for her clients, both buyers and sellers. She loves to meet new people and believes that it is important for everyone to have fun while engaging with clients to achieve their very serious real estate goals.

Susan's desire to help people also translates into other aspects of her life. She has been a mentor and volunteer at Cabrini Connections for the past 4 years and continues to work with inner-city youths on a weekly basis. She also enjoys bike-rides along the lake, yoga, dining and playing with her dog, Bella.

[773.822.2131](tel:773.822.2131)

SNICE@DREAMTOWN.COM

SUSANNICE.COM

Experience Matters

\$160M SALES VOLUME

18 YEARS IN REAL ESTATE

300+ HOMES SOLD

NUMBERS AS OF SEPTEMBER 2023

Susan Nice, CDRE™

1950 N. Sedgwick St., Chicago, IL 60614
 snice@dreamtown.com
 Direct: 773-822-2131
 License: 475.115242

CURRICULUM VITAE

Susan Nice is a certified Divorce Real Estate Expert handling the sale of real property in Family Law Cases, specializing as a neutral third party selling homes in high conflict situations. In her 18-year career, she has been a Chicago Association of Realtor Top Producer, has sold millions of dollars in real estate and closed over 300 transactions. Ms. Nice has handled several court-appointed divorce transactions, with ranging levels of conflict, to successfully help the families navigate and close the real property. Through continued learning from seminars, books and other professional relationships, she has developed her expertise in pricing, negotiation and listing management, along with specific skills that directly support her success in handling various degrees of adversity in divorce settings.

EDUCATION

- Bachelors of Business Administration, Finance 2002
University of Iowa, Tippie College of Business
- Real Estate License 2005
 - Accredited Institution
- Continuing Education 2015 to Present
 - Professional Coaching - Mike Ferry Organization

CERTIFICATIONS

- Certified Divorce Real Estate Expert (CDRE™) 2022 to Present
The Illumni Institute
 - Anatomy of Divorce
 - The Psychology of Neutrality and Bias
 - The Ethics of CDREs

Susan Nice, CDRE™

- Qualifying as an Expert
- The CDRE Listing Model
- Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

PROFESSIONAL BACKGROUND

Real Estate Agent and Professional 2009 to Present
Dream Town Realty

- Negotiate Contracts for both Seller and Buyer clients
- Increase Market Knowledge through the study of the macro and micro markets; focusing on supply, demand, values and other trends
- Communicate and handle objections to facilitate successful transactions
- Create specific marketing plans for each client
- Educate clients on best practices to increase values and favorable outcomes from the sale of a home

Real Estate Agent and Professional 2005-2009
D'Aprile Properties

- Developed Sales Skills both in the field and training with the owner of the company
- Created and Implemented Marketing Strategies

Technology Implementation and Support 2003-2005
FTD, Inc.

- Trained and helped clients implement technology into business model
- Worked to improve on-site employee and customer interactions
- Helped customers to increase profits by teaching them to use a system that tracks their income and expenses

Susan Nice, CDRE™

PUBLICATIONS

Chicago Agent Magazine Cover Story	2019
<ul style="list-style-type: none"> • Goal Setting and Accountability Discussion 	
Podcast Interview with Prominent Lender	2020
<ul style="list-style-type: none"> • Discussed Client Retention, Interaction and Communication 	

AWARDS

Chicago Association of Realtors, Top Producer	2010, 2015, 2020, 2021
Five Star Professional	2012-2022
Chicago Real Producers Top 250	2022
Dream Town Realty - 2nd Highest Sales Volume	2021
Dream Town Realty - 3rd Most Units Closed	2021

MEMBERSHIPS

	<u>YEARS ACTIVE</u>
National Association of Realtors - NAR	2005 to Present
Illinois Association of Realtors - IAR	2005 to Present
Chicago Association of Realtors - CAR	2005 to Present

VOLUNTEER WORK

Habitat for Humanity	2017
Tutoring Chicago	2018 to Present
Lakeview Food Pantry	2020

WHAT CAN A CDRE® DO FOR YOUR CLIENTS?



Besides a smooth and proven listing process for divorcing parties, CDREs® can provide many beneficial á la carte services, such as:

Title Searches - FREE

Discovering a party is on title after you are under contract will very easily kill a deal. What if you can't contact them? What if they are unwilling? This is an easy-to-avoid situation if the due diligence is done upfront through a title search.

Listing Consultations - FREE

Whether we were named in the court order, mutually agreed upon by the divorcing parties or highly recommended by you, we always provide free listing consultations to interview for the job of selling your client's property — at the highest possible price in the shortest possible time. Among a few other key offerings/steps, our listing consultations include an initial intake call, gathering of lien payoffs, a title search, a list-ready walkthrough, a FMV analysis, and a professionally tailored listing strategy that aims to yield the highest sale price, lowest number of days on the market and, of course, the execution of court orders.

Monthly Legal Education (CLE) Webinars - \$55 or FREE w/ Code: NiceCDRE

Education and being a resource are two of our business pillars. As a CDRE®, we aim to educate the family law community through our monthly CLEs and social media posts. Join us on the 4th Wednesday of the month (Jan-Oct) for our CLEs!

O&E - Free

Knowing your client's true equity position is vital when it comes to dividing up assets. You should know within a percent or two exactly how much your client will be walking away with before you go to the negotiating table.

Comparative Market Analysis (CMA) \$150

Fair Market Value Analyses (FMV) \$400-\$550

Susan Nice prides herself on our accurate pricing analyses. We offer sight-unseen reports (CMA's), and court-ready reports (FMV's)!

Expert Witness Testimony - \$750 Half Day | \$1500 Full Day

Across the nation, CDREs® are recognized as experts within the court when it comes to real estate and the intersection of divorce. If your case is in need of an expert witness to attest to property values, reasons for a home not selling, market conditions, or anything of the sort, Susan Nice can be your expert!



Susan Nice

✉ SNice@dreamtown.com

☎ 773-822-2131



Awards + Accolades

DREAM TOWN

#2 Highest Sales Volume
 #3 3rd Most Units Closed
 at Dream Town Real Estate 2021

2010



2010

Top Producer Awarded
 By Chicago Association
 Of Realtors

2015



2015

Top Producer Awarded
 By Chicago Association
 Of Realtors

2020



2020

Top Producer Awarded
 By Chicago Association
 Of Realtors

2021



2021

Top Producer Awarded
 By Chicago Association
 Of Realtors

2022



2022

Top Producer Awarded
 By Chicago Association
 Of Realtors



Chicago Magazine Five Star
 Award For Excellent Service
 2012-2022

Testimonials

Susan's energy matches her professionalism perfectly and you instantly feel like you can trust her. I feel extremely lucky to have chosen Susan to be our agent for our home buying process. It was our first time buying so we came in with a lot of unknowns but Susan did an amazing job guiding us through the process and putting up with my never ending (and sometimes stupid) questions. She made sure we were always comfortable in each step and always provided her support no matter what day of the week or what time of the day it is. You can count on Susan for all your real estate needs!

MERTCAN ERDOGAN

We had a wonderful experience working with our realtor Susan! As foreigners new to Chicago and the States, we had a lot to learn about the local real estate market and the buying process. Susan was incredibly helpful at every point, patiently explaining everything to us and helping us take action. She showed us so many great homes and was always cheerful and enthusiastic. We felt like we were in good hands with her. We highly recommend working with Susan if you're looking for a reliable, knowledgeable, and friendly realtor in the Chicago area!

FULYA ATIK ERDOGAN

Susan Nice represented my home as my listing agent through a very long and drawn out process. She did an amazing job. What is more impressive however, is the after sale service. You would think the sale is done it's done, however, in my circumstance there were some hold back issues, small details, medium details and follow up items to be dealt with. Susan was STILL THERE for me while I was off in New York. She attended to every detail back in Chicago helping to sort out a myriad of issues to make sure the new home owners were satisfied. I really cannot explain how professional she is. Highly recommended.

SEAN MURPHY

Sue has been my realtor since 2019 - so it has been a 4 year journey. She has been incredibly patient and has facilitated many condo visits and shared her experience and insights with me. It was a pleasure working with her. I'm thrilled with my new home and excited that I just sold my prior home in 3 months. Thank you Sue!

ELIZABETH GISCH

Susan did an amazing job of selling our Chicago condo. She is incredibly informative, has great reach, and has in depth market insights. The entire process was so much better than I expected. Post closing, Susan still checks in from time to time to chat and to provide real time market analysis. Just a rare true professional and pleasure to work with in what can often otherwise be a stressful activity.

THAD BEVERSDORF

Susan was a pleasure to work with and extremely professional, knowledgeable, communicative, and trustworthy during the entire process. She prepared a thoughtful plan of action for selling our old home and finding our new one, and made the process easy for us throughout. We would not hesitate to work again with Susan in the future, and we highly recommend her services.

ADAM CIESLAK

Susan was absolutely incredible to work with! Extremely responsive, knowledgeable and prompt to all of our appointments. She was able to support us in our 1st home purchase. She set us at ease throughout the entire process and we couldn't have felt more comfortable. Susan also has a ton of industry contacts (lawyers, insurance, inspectors, general contractors, etc), so you are set up for success when working

with her! I couldn't recommend her more and I only can hope to do more business with her in the future!

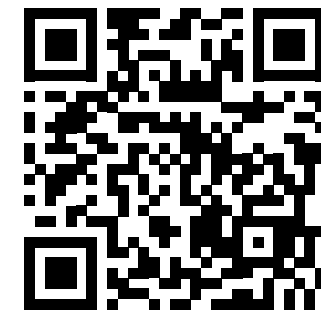
JENNIFER GLENNON

It is with great pleasure that I recommend Susan Nice for the outstanding job she did in selling our condo in West loop, Chicago. Susan made the process of selling our condo very easy. She is very invested in her work and did an outstanding job at keeping me informed throughout the entire selling process.

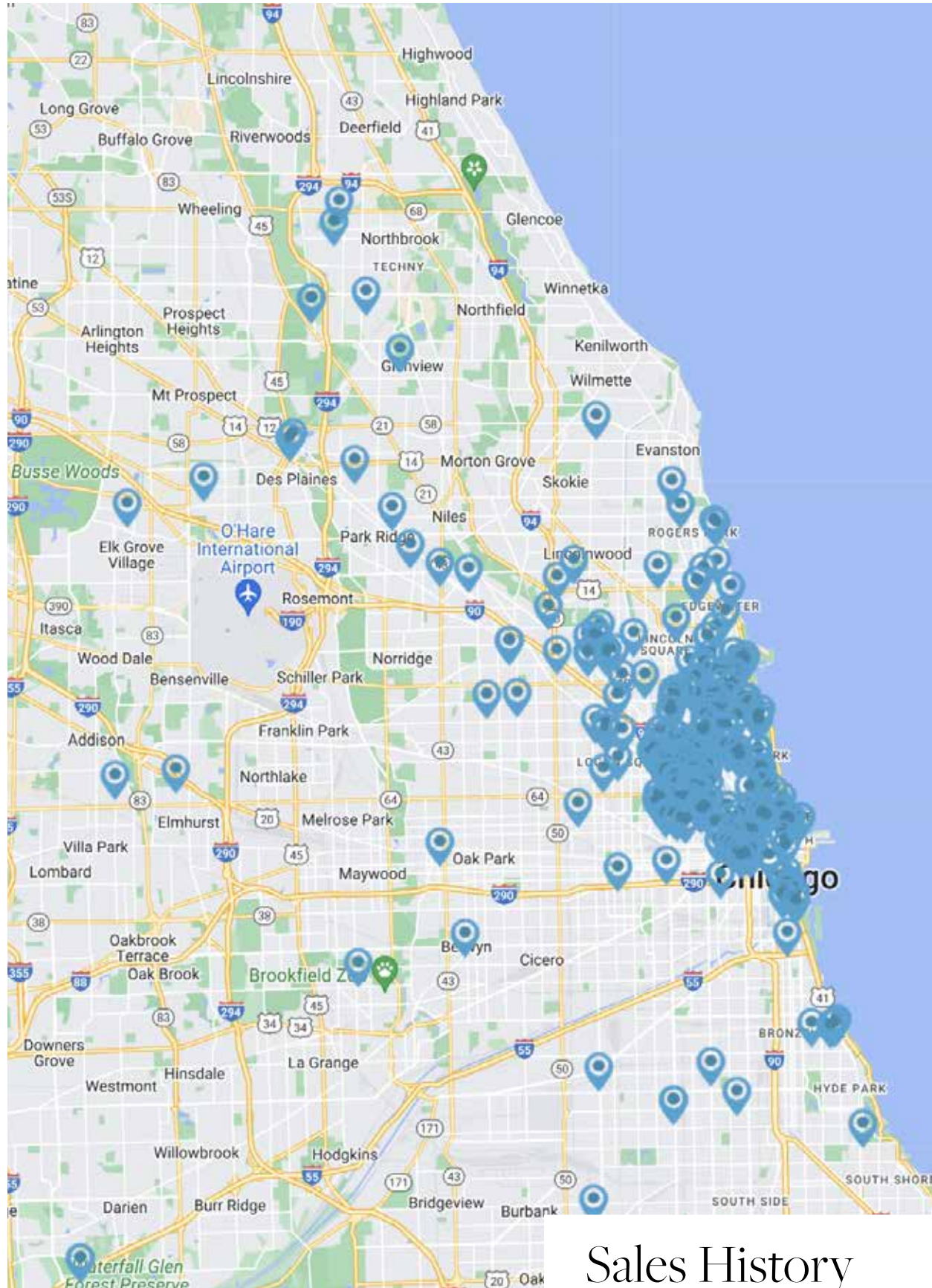
JAMES DRESSER

Sue did an amazing job helping us navigate the buying process in a tough market. She made everything very easy for us!

NICHOLAS HODGE



READ MORE OF MY TESTIMONIALS ONLINE



Sales History

*I've sold over 300 homes during my career—
the homes I've sold include:*

1862 N Dayton St.....	\$5,000,000	1528 W Huron St.....	\$857,500
11 E Walton St Unit 4802.....	\$3,830,000	2427 N Kimball Ave	\$857,500
14 W Superior St Unit 5304	\$3,775,000	3654 N Wayne Ave.....	\$855,000
2041 W Cortland St.....	\$3,025,000	2217 W School St.....	\$835,000
1637 N Winchester Ave.....	\$1,612,500	6106 N Sauganash Ave	\$828,787
1515 Sunnyview Rd	\$1,359,000	2815 N Lakewood Ave.....	\$820,000
2111 N Seminary Ave	\$1,231,250	32 Meacham Ave	\$810,500
2300 W Charleston St.....	\$1,230,000	1948 N Hudson Ave Unit 1	\$799,500
2121 N Magnolia St.....	\$1,165,000	1616 N Hamlin Ave	\$795,000
1710 N Campbell Ave.....	\$1,122,500	100 E 14th St Unit 1805	\$755,000
2453 W Erie St	\$1,110,000	303 W Ohio St Unit 4004.....	\$755,000
2649 N Mildred Ave Unit 1S	\$1,100,000	1101 W Armitage Ave Unit 206.....	\$753,000
1331 N Bell Ave.....	\$1,085,000	1617 W Superior St.....	\$750,000
1137 W Oakdale Ave	\$1,050,000	65 E Monroe St Unit 4124	\$745,000
1344 N Leavitt St.....	\$1,035,000	2207 W Belmont Ave Unit 1.....	\$740,000
2031 N Hoyne Ave	\$960,000	1240 N Wolcott Ave	\$737,500
1444 W George St	\$949,900	250 W Fremont Ave	\$732,000
2119 W Homer St.....	\$935,000	3747 N Ashland Ave Unit 1S.....	\$730,000
2219 W Race Ave West.....	\$919,000	2141 W Cortland Ave.....	\$724,100
1137 W Oakdale Ave	\$905,000	1318 N Wolcott Ave Unit 3	\$720,000
3315 N Kenmore Ave Unit 1.....	\$899,500	4418 N Avers Ave	\$715,000
1725 W Division St Unit 304	\$880,000	16 N May St Unit 511.....	\$710,000

Sell Faster

27 DAYS

AVERAGE MARKET TIME FOR MY LISTINGS

VS

35 DAYS

AVERAGE MARKET TIME IN ILLINOIS

SOURCE: MRED, LLC. CALENDAR YEAR 2022. DAYS ON MARKET REFLECTS THE NUMBER OF DAYS A PROPERTY IS ON THE MARKET WITHOUT A PRICE CHANGE. THE ILLINOIS MARKET AVERAGE REFLECTS THE AVERAGE DAYS ON MARKET WITHOUT A PRICE CHANGE FOR ALL ILLINOIS BROKERAGES.

Sell More Profitably

100.9%

MY AVERAGE LIST-TO-SALE PRICE RATIO

VS

97.9%

AVERAGE LIST-TO-SALE PRICE RATIO IN ILLINOIS

SOURCE: MRED, LLC. CALENDAR YEAR 2022. PERCENTAGE REFLECTS SALE PRICE COMPARED TO LIST PRICE. THE ILLINOIS MARKET AVERAGE REFLECTS THE AVERAGE SALE/LIST PERCENTAGE FOR ALL ILLINOIS BROKERAGES.

Closing Costs Breakdown

All costs are estimated, please consult lender and attorney for exact figures.

BUYER COSTS

Inspection.....	\$350–1,500
Appraisal.....	\$300–600
Lender Origination Fee.....	\$995-1400
Tax Service.....	\$85–200
Settlement Closing.....	\$1800–2300
Buyer’s Title Insurance.....	\$500–1000
Interest Per Day	Loan Amount x rate/365
Escrow Taxes	1–5 months (if applicable)
Escrow Insurance	1–5 months (if applicable)
Chicago City Transfer Tax (if buying in Chicago)	\$7.50 per \$1,000
Attorney’s Fees.....	\$500–800
Recording Fee.....	\$75–250

SELLER COSTS

Commission	6%
Documentation Fee	\$495
Seller’s Title Insurance.....	\$500–2,500
State Transfer Tax.....	\$1.50 per \$1,000
County/City Transfer Tax (varies by municipality)	\$3.00 per \$1,000
Survey	\$500–1,000
Property Tax Proration	105–120% of last tax bill
Attorney’s Fees.....	\$500–800
Recording Fee.....	\$75–250

Partners and Resources

Mortgage Lenders

GUARANTEED RATE

Dave Caldwell
 773.435.0644
 dcaldwell@rate.com
 rate.com/loan-expert/davecaldwell

THE HUNTINGTON NATIONAL BANK

Mauricio Benavente
 Senior Mortgage Loan Officer
 773.474.0974
 huntington.com/mortgage/benavente-mauricio

Attorneys

MCFADDEN & DILLON, P.C.

Wendy Gattone
 312.201.8300
 w.gattone@mcDillaw.com
 mcDillaw.com

Home Inspection

INSPECTION CONCEPTS

Jack Schubert
 773.851.9667
 inspectionconcepts1@gmail.com
 inspectionconceptsllc.com

Movers

THE PROFESSIONALS

Lupe
 773.478.1365
 lupe@thepromove.com
 thepromove.com



Thank You!

A home is more than just a roof over your head, or part of your financial portfolio—your home is a collection of memories and a reflection of the life you've built.

Buying or selling a home requires the right real estate professional, and when you list with me you can be confident you're backed by a local expert that's committed to your goals. My tailored approach is designed to help you achieve your real estate goals with the personalized service you deserve. I'll be more than just your real estate broker—I'll be your partner throughout the process and beyond.

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