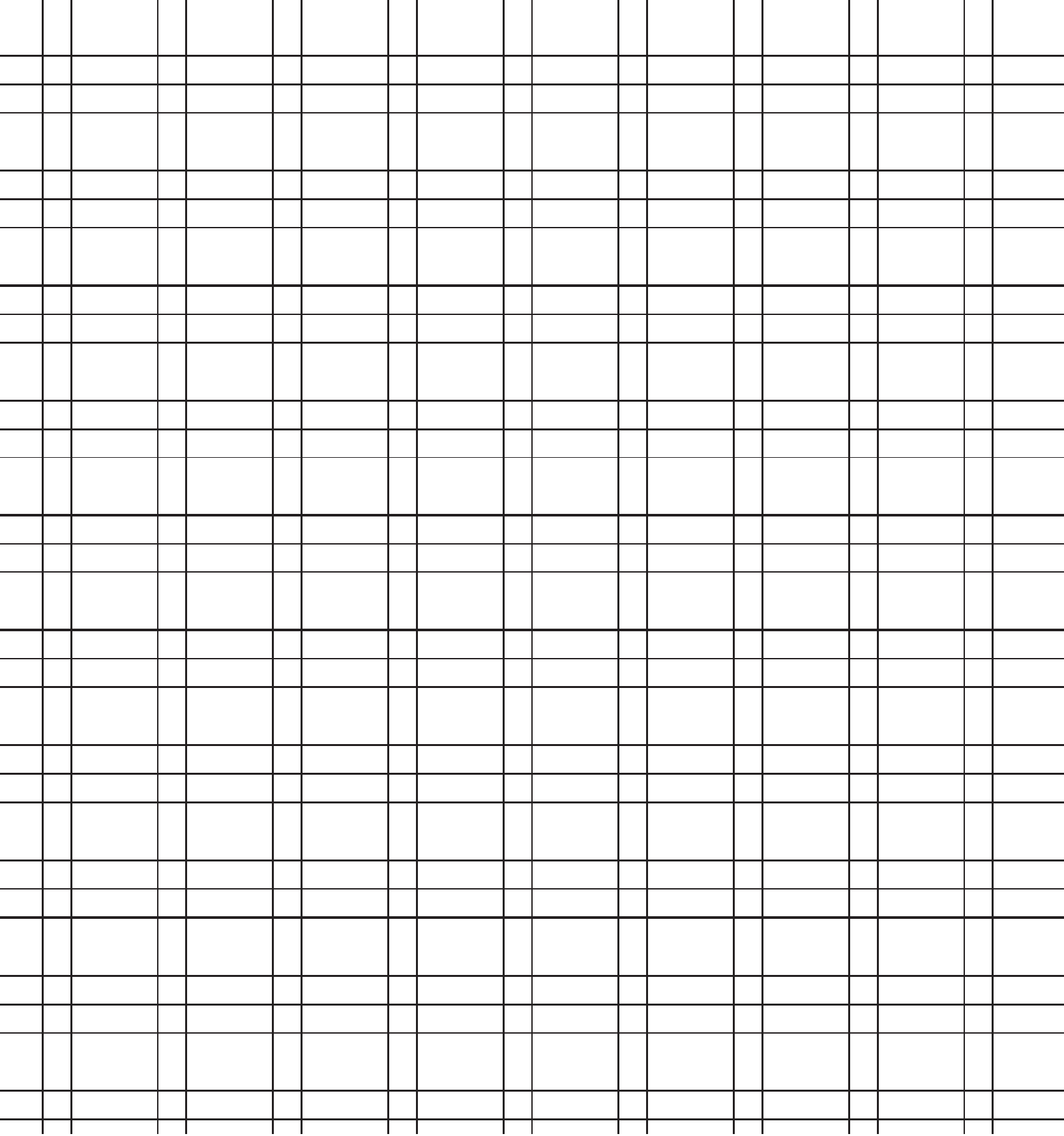


	Seller's Guide
GRID	D



The Stats that Impress

\$26,910,050

Sold Volume in 2018

45

Number of Transactions in 2018

8.1

Home Sold Every 8.1 Days

29

Average Days Grid Group Listings Sell In

97%

Asking Price

41.8781° N, 87.6298° W



Patrick J. Natale

Patrick J. Natale
Founding Partner | Broker
213.771.1844
patrick.natale@compass.com

Patrick Natale is a founding member and principal of **The Grid Group** and ranked in the top 1% of Realtors in Chicago based on sales volume. In March of 2019 Patrick joined Chicago's premier River North real estate office at Compass, where he will focus on purchasing-selling with first time home buyers/sellers, luxury high-rise condominiums, mid-rise and loft buildings & single family homes in the Chicagoland area. Mr. Natale, a Chicago native, spent four years working for Baird & Warner Residential Sales Inc., one of Chicago's oldest family owned real estate firms and 9 years working with Coldwell Banker Residential Brokerage/NRT. With a Bachelor's degree in Public Finance from Indiana University in Bloomington, Natale has a strong business-marketing background

and has remained in the top 1% of Chicagoland real estate agents- among a total of fifteen thousand licensed agents- for the past two years and among the top 5 percent over his entire thirteen year career.

Mr. Natale offers a wealth of experience and expertise to his clients throughout the entire transaction process, offering a personalized approach built around exceptional customer service and client satisfaction. Patrick combines a thorough knowledge of Chicago's neighborhoods with a strong eye for architecture and interior design. As an experienced marketing professional, he creates his own customized materials to highlight the special features of each residential property he represents.

Mr. Natale has earned the "Chicago Five Star Real Estate Agent" award in 2011, 2013, 2014, 2015, 2016 and 2017 given to less than 2 percent of realtors in Chicago and based solely on the recommendations and feedback of his clients. He has clearly proven to be quite knowledgeable and successful in Chicago's real estate market. Best of all, he enjoys and benefits from working with many different people, whether they are searching for their dream home, first condo, an apartment, or an investment property. Patrick's mission is to help everyone find their place in the Windy City.



Chris Bauer

Chris Bauer
Founding Partner | Broker
773.875.8406
chris.bauer@compass.com

Chris Bauer is a founding member and principal of **The Grid Group**, ranked in the top 1% of Realtors in Chicago based on sales volume. Chris has been a real estate professional since 2006. Chris dedicates himself to putting every ounce of energy, knowledge, and experience to work for each one of his clients. Chris focuses on delivering superior customer service with a personalized approach and ensures that all of his clients are making sound real estate decisions. Chris is known for bringing passion to every transaction, working with absolute honesty and attention to detail throughout the process. He looks at each transaction as if it were his own, treating clients like family.

Chris moved to Chicago from Michigan in 1999 and currently lives with his wife (Karla) in Lincoln Park. After graduating from Michigan State, Chris worked as a consultant for 10 years. He gained valuable experience in marketing, finance, negotiation, and analytical skills. He uses all of these skills today as a real estate broker.

Proudly, Chris has also won the Chicago's Five Star Real Estate Agent by Chicago Magazine from 2011-2018. This award is truly valuable because it is given to less than 2% of all Chicago real estate agents and it's based on overall satisfaction ratings by clients, peers and industry experts.

Chris is a designated USAA and preferred real estate broker for our Military which allows him the privilege to assist American Veterans in finding the home of their dreams. He is also a volunteer for the non-profit organization Squad Leaders which is an organization that helps American military veterans transition back into their communities after their service is complete.

When not focused on work, Chris enjoys spending time with his wife (Karla) and his dog (Edna). He has a passion for sports and traveling.



Matt Lorentsen
Broker
630.621.0458
matt.lorentsen@compass.com

Matt is a Real Estate Broker with The Grid Group at Compass. His passion for architecture and design drew him to real estate at a young age. Originally from Wheaton, IL, Matt went to Westmont College in Santa Barbara where he earned a degree in Business & Economics.

Matt brings a background in commercial property management and multi-family investing to the Grid Group. He recognizes real estate as a powerful tool for creating wealth, and views each transaction from the perspective of an investor. Clients appreciate his

approachable style, ability to listen, and the high standards he brings to each transaction. A resident of the Lakeshore East neighborhood, Matt loves biking on the lake shore trails, playing tennis at Maggie Daley park, and going to summer concerts at Millenium Park.



Sony Kataria
Broker
312.404.4243
sony.kataria@compass.com

Sony has been a real estate professional since 2017. She focuses her time on understanding the unique needs of each of her clients. She understands time is valuable and makes sure to not only secure the best deal but also ensure the process runs as smoothly and efficiently as possible. She prides herself on educating her clients on every aspect of the home buying/

selling process and is dedicated to see each transaction not only through closing but after as well. Sony currently resides in the heart of Lincoln Park. She has a family of 5, mother to twin 5 year old girls and 7 year old son. As a city mom of three, she is well versed in the CPS school systems and understands the needs of a family. Having lived both in the suburbs and the city of Chicago, she brings a unique perspective

to living in the Chicagoland area. Her professional background is in Supply Chain management which ensures that all her clients have a smooth home buying experience from day one.

"My number one priority for every client is they find the home of their dreams and not just a house. Buying or selling a house isn't enough for me."



Doug Meese
Broker
773.301,7725
doug.meese@compass.com

A professional in the real estate industry since 2000, Doug prides himself on his customer service. He is always accessible to his clients, striving to build lifelong client relationships. Since he was young, Doug was always drawn to architecture. After visiting a Frank Lloyd Wright home for the first time, he was instantly interested in the design aspect of structures. This interest turned into talents, allowing him to create value for clients through staging and design today. When he attended school at University of Illinois Urbana-Champaign, his interest in real estate became his focus. He earned a degree in Finance with a concentration in real estate investment. Doug's first professional experience was at Arthur Anderson LLP in their valuation practice where he

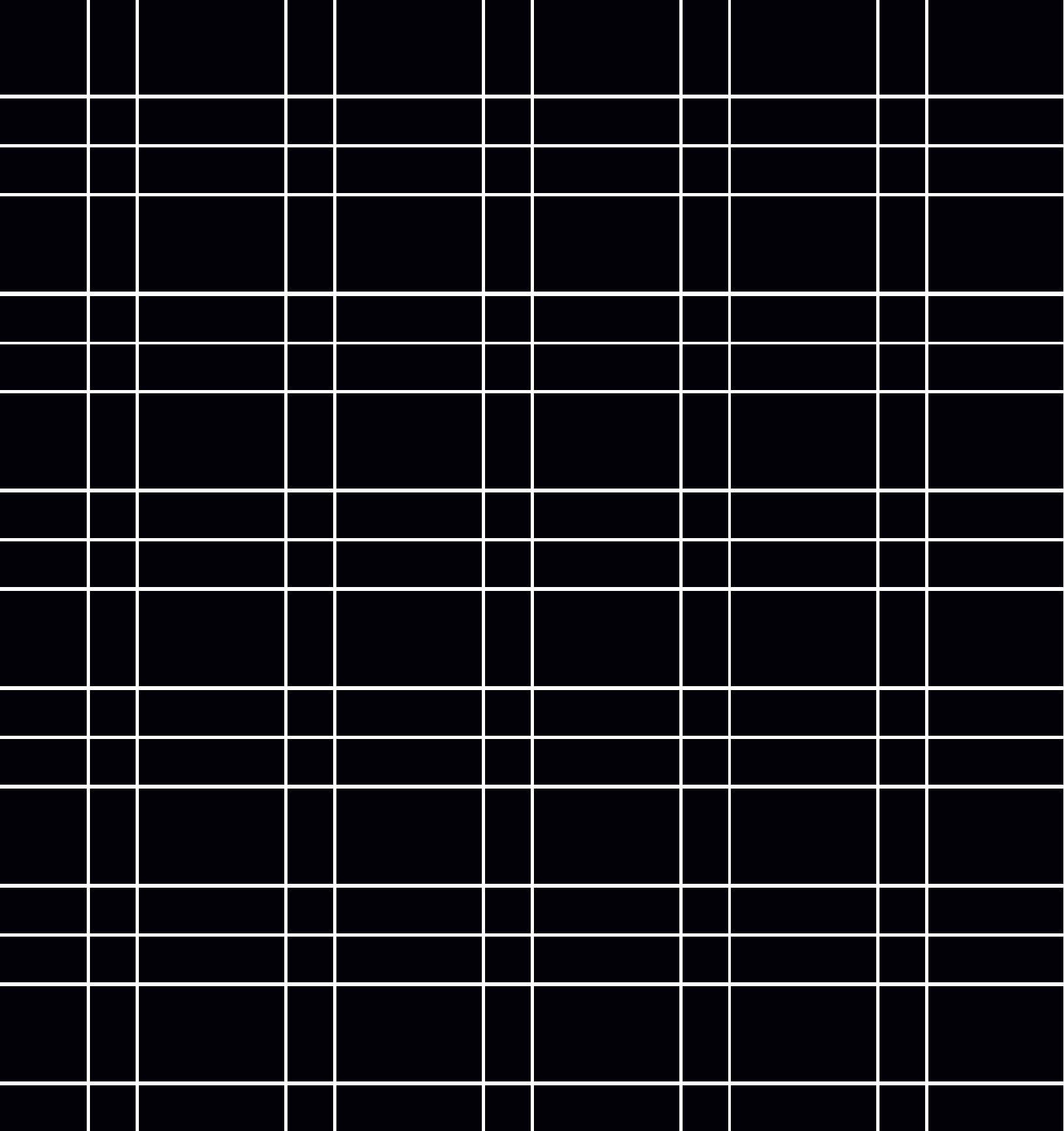
worked performing commercial real estate valuation, commercial real estate consulting, business valuation, and cost segment analysis. He also spent time at a commercial real estate investment company as an analyst. When he decided to become a full time residential broker in 2002, he immediately knew he found the right fit. As a top producing agent, it wasn't long before he was asked to recruit, mentor, and train other agents while contributing in a management role as a sales manager.

Now a full-service broker at Compass, he maximizes the company's strong brand, leading-edge resources, and staff to support his clients. After many years in the business, Doug has

worked on a variety of deals, offering extensive experience with each transaction. He has found success throughout his career, during the highs and lows of the market. From working with first-time homebuyers to supporting CEOs, CFOs, major executives, and real estate investors, he puts every client first. By combining his finance and investment expertise with his years of experience, he can guide clients through every step of the process.

Doug's main goal is helping people get wherever they need to go. He also has a group of recommended professionals he works with from inspectors, lenders, and beyond, he's there every step of the way.

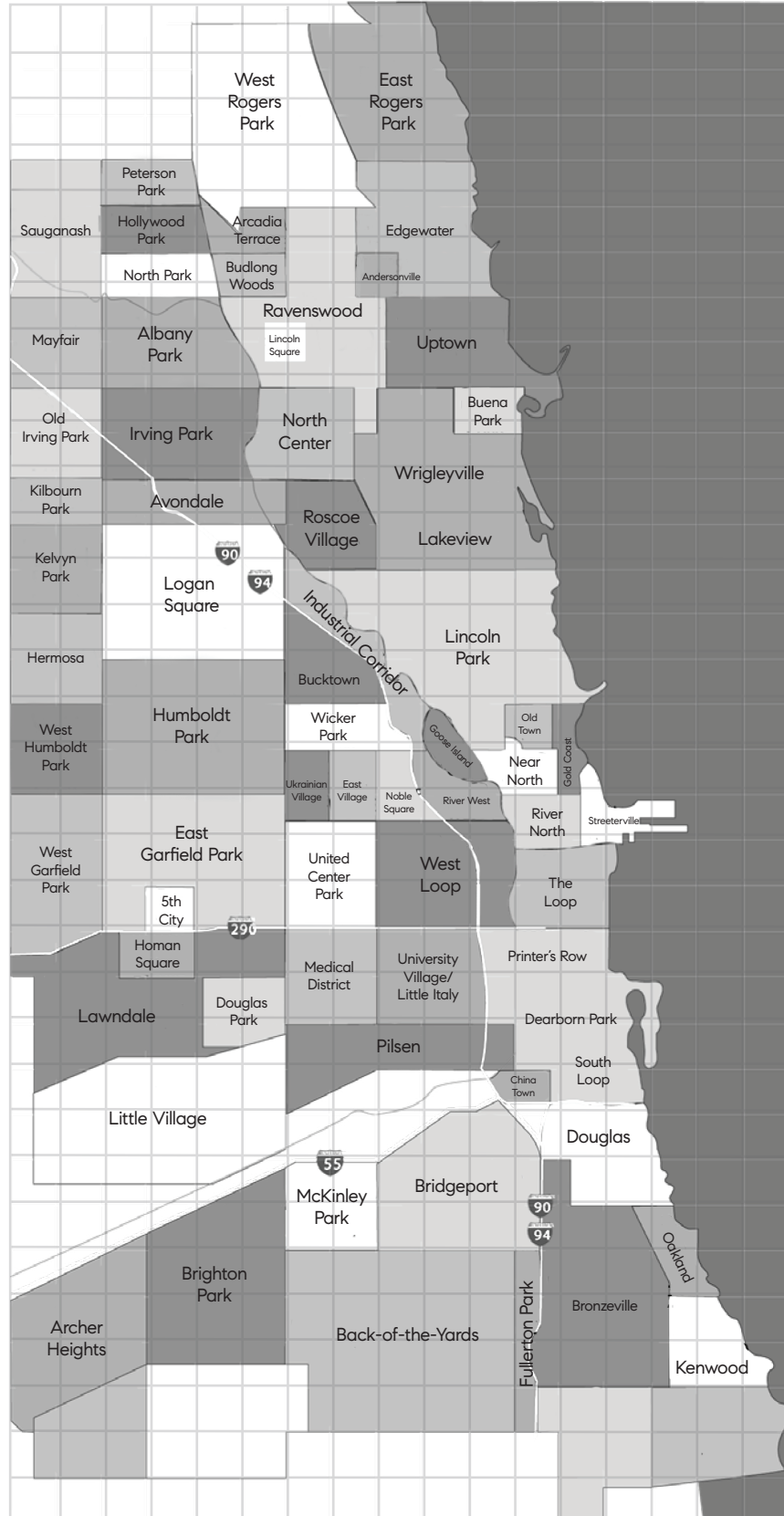


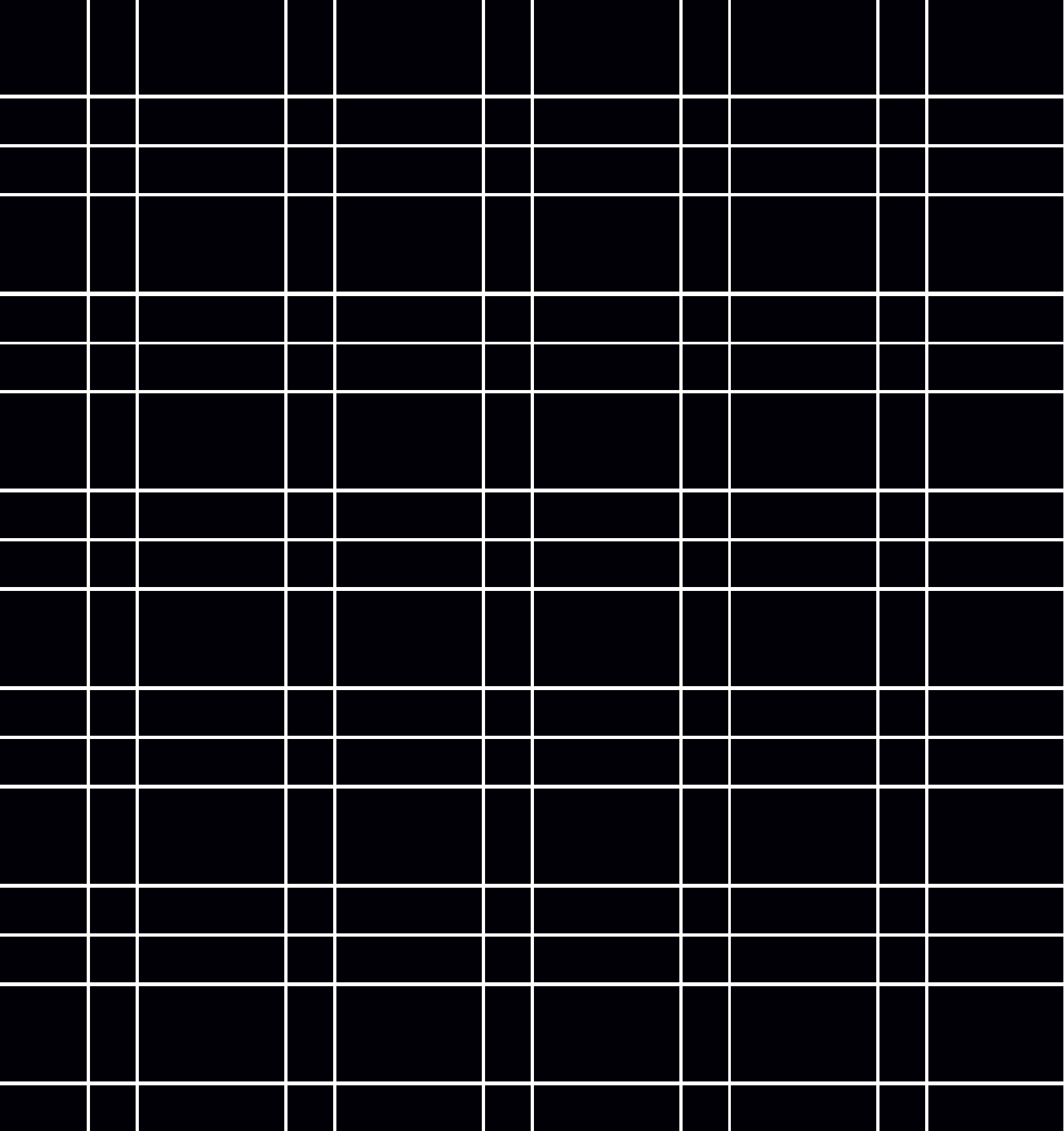


Neighborhood Map

7600 N Howarf
 7200N Touhy
 6800 N Pratt
 6400 N Devon
 6000 N Peterson
 5600 N Bryn Mawr
 5200 N Foster
 4800 N Lawrence
 4400 N Montrose
 4000 N Irving Park
 3600 N Addison
 3200 N Belmont
 2800 N Diversey
 2400 N Fullerton
 2000 N Armitage
 1600 N North
 1200 N Division
 800 N Chicago
 400 N Kinzie
 0 Madison
 600 S Harrison
 1200 S Roosevelt
 1600 S 16th
 2200 S Cermak
 2600 S 26th
 3100 S 31 ST
 3500 S 35 ST
 3900 S Pershing
 4300 S 43rd
 4700 S 47th
 5100 51 ST
 5500 S 55th
 5900 S 59th
 6300 S 63RD

Cicero 4800 W
 Kostner 4400 W
 Pulaski 4000 W
 Central Park 3600 W
 Kedzie 3200 W
 California 2800 W
 Western 2400 W
 Damen 2000 W
 Ashland 1600 W
 Racine 1200 W
 Halsted 800 W
 Stewart 400 W
 State 0
 King 400 E
 Cottage Grove 800 E
 Woodlawn 1200 E
 Stony Island 1600 E
 Jeffery 2000 E





El Map

For Travel Information Call:
1-312-836-7000

For Customer Assistance Call:
1-888-YOUR-CTA

Hearing Impaired:
1-888-CTA-TTY1

Online:
transitchicago.com



Our National Network

Since our launch in 2012, we've aimed to simplify the real estate process, one market at a time.

With 140+ offices across 20+ regions, Compass is the country's fastest-growing, most innovative brokerage.

Compass takes a tech-driven, personalized approach, combining a collaborative agent community, in-house creative agency, and the industry's most tenured leadership team.

#1

Our rank as the nation's largest independent brokerage

1.9M+

Average monthly page views on Compass.com

150+

Compass designers, creative producers, and marketing strategists hailing from top brands

\$4.4B

Our company valuation, with \$1.2B in financing raised to date

20+

Number of our major markets

\$30B+

Total sales volume to date

7,000+

Number of Compass agents nationwide

140+

Number of Compass offices

National Markets

Aspen
Atlanta
Austin
Greater Boston
Chicago
Dallas
Fort Lauderdale
Greenwich, CT
The Hamptons
Houston
Greater Los Angeles
Miami

Naples
Nashville
New York City
Orange County
Philadelphia
San Diego
San Francisco Bay Area
Santa Barbara
Seattle
Washington, DC Area
Westchester, NY







Coming Soon

COMPASS



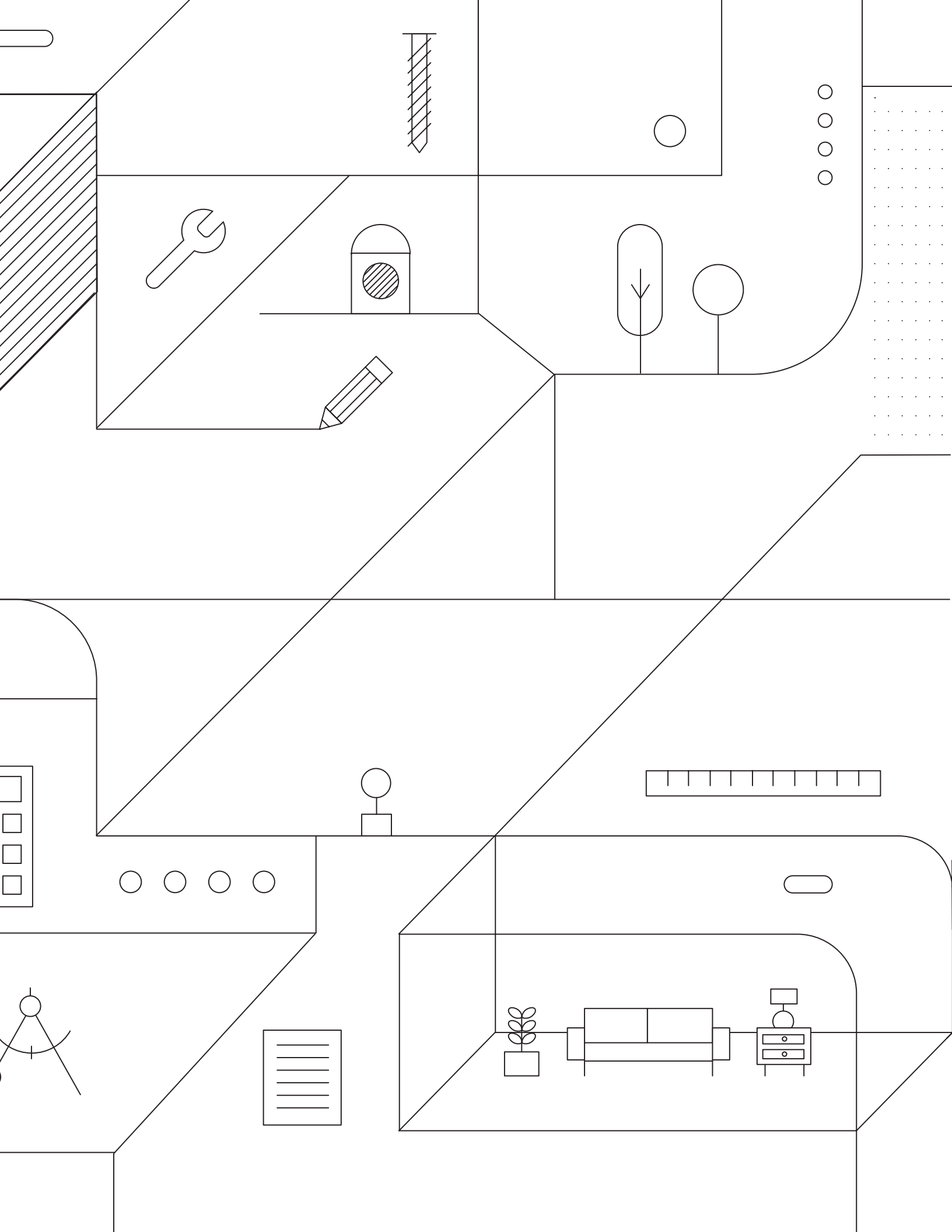
Compass Coming Soon

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

Get More Exposure Tap into our Google search advertising to build momentum. We reach prospective buyers precisely when they're searching to help maximize traffic.

Drive Buyer and Seller Excitement By creating visibility for your home early on, you can start engaging your network. 2.4x more potential buyers will attend the open house of a Compass Coming Soon listing.



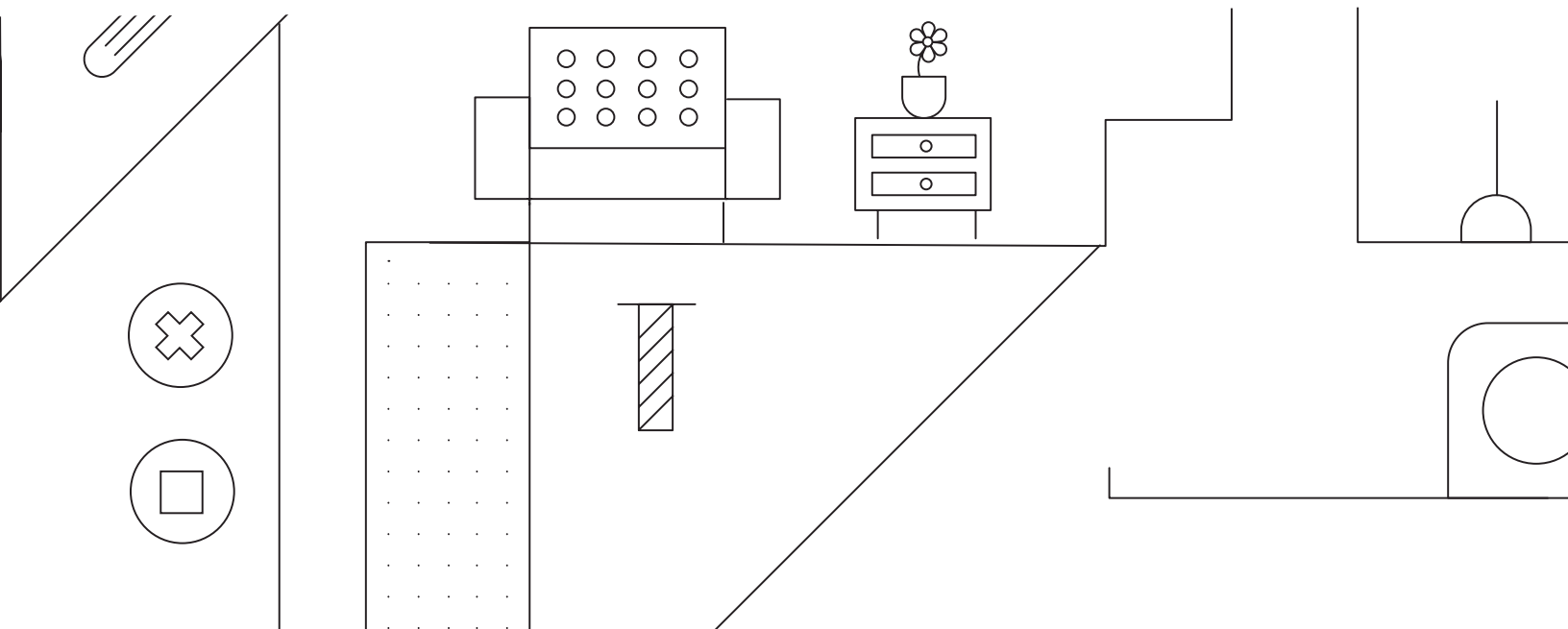


About Compass Concierge

The Compass Concierge program is the latest in a suite of services designed to prepare your home for the market. From deep cleaning to cosmetic improvements, we will work together to assess opportunities to elevate your home's value.

How It Works

- Our team will develop a tailored project plan with suggested home improvements and updates to prepare your home for the market
- You will contract directly with home improvement service providers.
- Compass Concierge will pay the associated cost for home improvement work performed subject to your agreements with home service providers.
- At the closing of the property, Compass Concierge will collect a fee that covers the cost of the work performed.



Marketing Advantages

Compass' Marketing team operates as an in-house agency and in-house design studio.

With their expert advice, we target the right audience across the most effective channels — all to elevate the style and story of your home.





Chicago

01

Find an Agent

Look for a licensed Compass real estate agent who is knowledgeable about the area(s) you are considering and who will help guide your search. The right agent not only provides value at every stage of the buying process but keeps your best interests at the forefront of every decision.

02

Get Pre-Qualified/ Pre-Approved

An important first step in the home buying process is to determine your buying power. Although your agent can ask you pre-qualification questions, getting formally pre-approved for a mortgage helps strengthen your potential offer. A pre-approval means you have been issued a commitment for a loan, eliminating the risk for the seller.

03

Property Review and Tours

Meet with your Compass agent before touring properties to discuss your needs, wants, and must-haves as to your future home's amenities, as well as preferred location and property type. Your Compass agent will spend time with you to understand your timeline and search parameters and help narrow down your search.

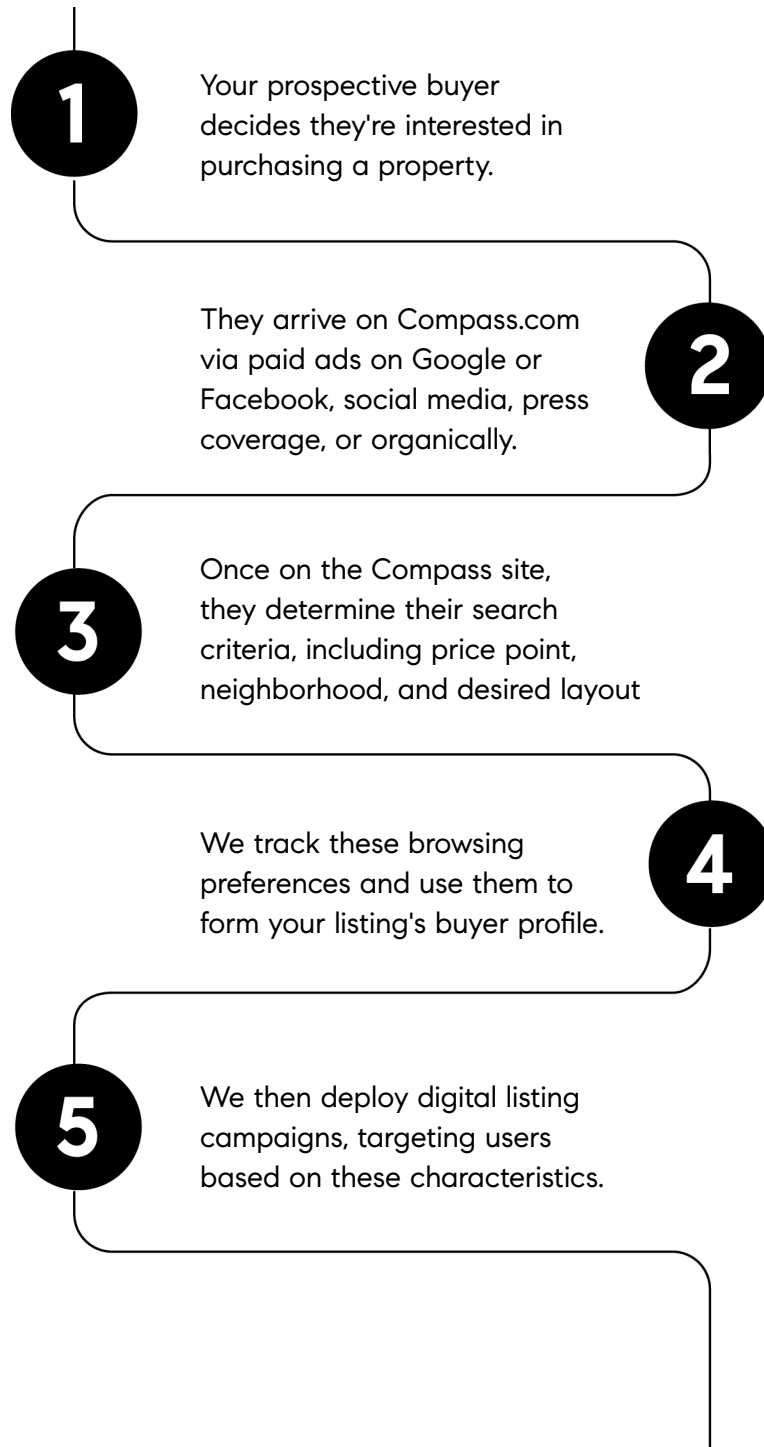
04

Offers and Negotiation

Once you find a property in which you are interested, your Compass agent will provide advice and guidance to develop an offer appropriate for the property and will submit a written offer on your behalf including price and terms.

Driving Traffic to your Listing

We attract prospective buyers to Compass.com, then leverage their site activity and saved preferences to position your listing in front of the right audience.



Intelligent Digital Marketing

We can promote your listing on platforms like Facebook and Instagram, using data and industry experience to showcase your property to the right people at the right time.

Precise targeting

We find the most likely buyers for your property using exclusive data.

Optimized performance

We perform continuous testing to deliver the most successful ads.

In-Depth Analytics

We track and measure the results of every campaign for continued optimization.

Why paid advertising matters

- Reaches passive buyers
- Drives more private tour requests
- Brings more open house visitors
- Accelerates the transaction timeline
- Improves chances of competing offers
- Can drive a higher purchase price

Global Presence

Owing to a considered geo-targeting strategy, Compass listings have a digital presence in over 50 nations around the world.



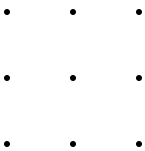
3.8B
Our international impressions per year

51
Countries to which Compass syndicates listings

1.7M
Unique international users on compass.com per year

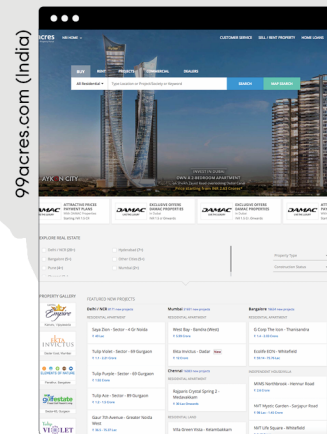
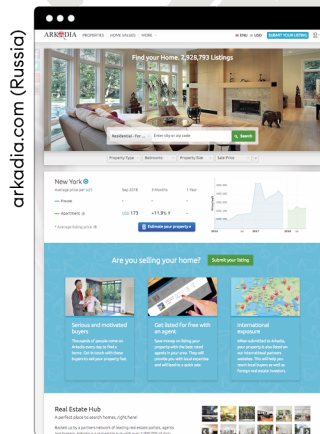
78
International real estate syndication portals

1.8M
Potential international social impressions each year



Overseas Partnerships

Recognizing that your buyer may be sourced abroad, Compass has forged connections with the key digital real estate destinations on every continent.



lkeria.com
homesales.com.au
realestateworld
rentbuy.com.au
willhaben.at
imot.bg
realestate.com.kh
kangalou.com
icasas.cl
fang.com
sodichan.com
icasas.com.co
city24.ee
housingparadise.com
acheter-louer.fr
cotelittoral.fr

immostreet.com
seloger.com
zezooom.fr
sz-immo.de
xe.com
property852.com
99acres.com
rumah123.com
homehippo.com
myhome.ie
propertysteps.ie
homeglobally.com
immobiliare.it
realestate.co.jp
buyrentkenya.com
city24.lv

city24.lt
immotop.lu
go853.com
iproperty.com.my
icasas.mx
mubawab.com
selektimmo.com
shweproperty.com
privateproperty.com.ng
propertyindex.com.ng
zameen.com
hausples.com.pg
iproperty.com.ph
myproperty.ph
persquare.com.pg
domy.pl

morizon.pl
oferty.net
kamicasa.pt
magazinuldecade.ro
arkadia.com
arkadia.com
domofond.ru
senegalcity.com
imovina.net
iproperty.com.sg
reality.sk
persquare.co.za
privateproperty.co.za
globaliza.com
kamicasa.com
pisos.com
immostreet.ch

darproperty.co.tz
thailand-property.com
thailand-property-gate.com
sokna.tn
emlaktown.com
bayut.com
rightmove.co.uk
bestpropertiesoverseas.co.uk
edenway.co.uk
thehouseshop.com
zezooom.co.uk
mesto.ua
bestpropertiesoverseas.com
realtyindexer.com

COMPASS

Network Tool

To start using the network tool begin by telling us about the subject property
[How to use this tool](#)

Building Address

Neighborhood

bed

Property Type

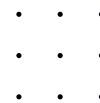
bath

Unit

soft

Get Started



A vertical decorative image on the left side of the page showing a close-up of a desk with a laptop, a pen, and a notebook.

Intelligent Technology

Our products are each developed to simplify your sale at every turn.

Network Tool

This tool analyzes your property across 350+ parameters, then identifies the brokers most likely to represent your buyer and establishes contact within minutes.

Insights Tool

Assess the impact of marketing initiatives and view traffic to your listing page using this custom data dashboard — from anywhere, at any time.

Valuation Tool

With the knowledge that your home receives peak attention in its first seven days on market, this tool accurately assesses its value to maximize buyer interest.

