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Chicago's Real Estate Agents to watch

Dympna Fay-Hart



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Age 38
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It's little surprise that Dympna Fay-Hart entered the real estate business. Her mother worked as a successful broker associate and once owned a Century 21 office, and her father was a well-respected homebuilder. Fay-Hart grew up in a family-owned real estate office, where she was happy to play the role of coffee maker, secretary and go-fer.

While she was running errands and taking messages, Fay-Hart learned. She learned that real estate was a career that provided great rewards for those willing to work hard. She learned that the job posed different rewards and challenges every day. And she learned that an agent's success was directly related to her dedication.

Fay-Hart entered the real estate business in 1993, earned her broker's license in 1994, and hasn't looked back since. She sells an average of \$18 million in real estate annually, and has earned several of Century 21's highest honors, for both her sales and service.

"Every day is different in this business," Fay-Hart said. "No two days are the same. And I get to meet so many wonderful people. I love the people whom I get to work with."

Fay-Hart has a few secrets for success. She provides consistently stellar service, which, of course, leads to referrals, the lifeblood of any top-producing agent. She also studies her market diligently. She knows the trends, the average market times, the average prices. This knowledge is impressive to clients. She has a large farm area that she mails to regularly.

She also takes some steps that other agents ignore. Fay-Hart writes frequently for local newspapers, covering real estate trends. This helps not only to keep her name in front of potential buyers and sellers, it also stamps her as an expert on residential real estate.

Also, she is extremely active in her community. Fay-Hart has since 2002 sponsored the City of Chicago's Concert in the Park in local Norwood Park. She formerly served as president of her church's women's council. She worked with the city to help secure grants for neighborhood beautification projects. She has been an organizer of a women's clothing drive for Bottomless Closet, an organization that provides professional attire and career training to low-income women.

"On a continual basis, I try to involve myself in some new type of philanthropy work," Fay-Hart said. "Not only is it serving the community, but it also creates a new sphere of influence for me. Everyone has hidden talents they can develop to help worthy causes or to help others less fortunate."