

# PATRICIA SMARTO

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## PROFILE SUMMARY

Owner and Designated Broker of Lakes Realty Group Brokerage, Inc. an independent real estate company in Fox Lake. Lakes Realty Group is a boutique residential brokerage that focuses on Lake and McHenry counties. We have grown over the last 11 years from a single broker to a team of 10, closing 172 transactions and \$50M in volume in 2021.

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## PROFESSIONAL SKILLS

PSA-Pricing  
Strategy Advisor

GRI-Graduate  
Realtor Institute

## TECHNICAL SKILLS

Microsoft Suite  
Google Suite

Canva  
MLS

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## WORK EXPERIENCE

### Lakes Realty Group Brokerage, Inc, Fox Lake

#### *Designated Managing Broker/Owner*

1/2011 – Present

- Manage a team of 8 brokers by providing guidance and support on a daily basis
- Manage social media presence / advertising
- Interact with buyers and sellers at all stages of their transaction
- Coordinate with inspectors, attorneys and appraisers
- Maintain transaction records for compliance with the IDFPR
- maintain escrow records

#### *Broker*

7/2009 to 12/2010

- Interact with buyers and sellers at all stages of their transaction
- Coordinate with inspectors, attorneys and appraisers

### Worldcom Corporation, Chicago

#### *Investment National Accounts Team Manager*

6/1989 to 10/1998

- Managed a team of 6 Investment Account sales persons
- Focused on making inroads into Fortune 500 companies that were not currently customers
- Prepared responses to RFPs