

### ANDREA LEU

Bringing honesty and a strong work ethic that delivers results, Andrea Leu goes above and beyond to help her clients achieve their real estate goals. Having previously worked as a consultant at a marketing firm, Andrea had always loved homes, real estate, and working with people. When she decided to try something different, real estate was the perfect fit. "I'm a very outgoing people person, and I bring a marketing and sales background to the table as well," Andrea explains. "Along with my love of homes, my ability to easily and quickly connect with people has made this a great fit."



Andrea has been in business since 2016 and serves the northwest suburbs of Chicago, including Elmhurst, Glen Elyn, Lombard, Naperville, and the surrounding area. She praises the area, particularly Elmhurst where she lives, for being a family-friendly suburb that nonetheless provides all the amenities of the city. "This area is popular for younger people who are starting families or are looking to make the move from the city," Andrea says. "It offers everything they loved about city life, with a cute downtown full of boutiques and restaurants. The proximity to the city means they can get to work easily and quickly, and we have fantastic schools, as well as great parks and libraries."

With several years of experience in real estate under her belt, Andrea is seeing her repeat and referral business begin to really take off. "When you work with a client and they're super happy with you, they love referring you to their friends and family," Andrea says. "They know that they can trust that they're sending their loved ones to be in good hands, with somebody who's going to go 110%. Past clients feel happy to send people to me, and they are my biggest generator of business."

Andrea's people skills also become an asset for her clients when she is working with other agents. "When reaching out to other agents, especially in this

competitive market, I think it's very important to be professional, polite, responsive, and respectful of their time. For that reason, other agents enjoy working with me. And when you get multiple offers on your home for the same amount, you're thinking about who is going to be pleasant to work with. I work well with other agents, and that makes a difference."

Outside of real estate, Andrea is active in community endeavors ranging from volunteering with Meals on Wheels to managing her son's hockey team. When she's not working, Andrea enjoys playing pickleball with friends, doing Pilates, and spending time with her family.

Looking toward the future, Andrea is excited to be starting her own small team so she can mentor newer agents. Most of all, she looks forward to continuing to serve her clients. "I find it extremely fulfilling to know that I helped a family find the home that they will raise their kids in and make tons of happy memories," Andrea says. "I enjoy the challenge of it, especially in this market, and I enjoy seeing how happy people are when we find that perfect home. I absolutely love the personal side of real estate."



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