

Agent Snapshot



Daniel Balys

Realtor

The Jelinek Group - Coldwell Banker
Evanston and SW Michigan

2007 Rookie of the Year - Evanston office

What was your first job in the realty industry?

I was an attorney for what was at the time the largest publicly-traded real estate investment trust, Equity Office Properties Trust, founded by Sam Zell.

Who inspires you?

My parents, Eva and Frank Balys. They instilled in me the work ethic of putting in the time up front in order to receive the rewards at the end. They also made certain that they took time away from their jobs to spend quality time with our family.

What is your favorite free-time activity?

Spending time with my partner and our two children

How did you learn the business?

I am fortunate to have two tremendous mentors, Ed Jelinek and Yvonne Sito. Ed goes above and beyond what a lot of other Realtors do for their clients and I have followed his example. Yvonne has such a positive outlook on the industry overall and she provides an amazing amount of support in helping me to also stay positive in the current market.

What was your most difficult sale, and how did you succeed?

I was representing a police officer who was making his first home purchase. The financing was FHA and he was receiving a gift for the down payment. There were a number of additional issues to be addressed, as well as delays in the closing. I had to continuously renegotiate the purchase price with the seller's agent in order to keep the transaction together. When we finally arrived at the closing, the lender couldn't fund the closing on the first attempt. My client's attorney was headed out of town and was not able to make the closing the following Monday. The second day of the closing lasted for several hours, but eventually my client received the keys to his new home.

What is the most difficult aspect of your job?

Keeping current on the market and pricing. I am very conservative when it comes to making an offer on a property, so I need to know where the market is going and not where it has been. I spend a great deal of time analyzing and trying to determine the trend for the area and the property.

What is your favorite restaurant?

Calo Ristorante in Andersonville. If we aren't dining at the restaurant, we are having it delivered to our home.

BlackBerry, Palm or paper?

BlackBerry

What is your personal motto?

Live every minute of life to its fullest and enjoy what you are doing.

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