

AGENT SPOTLIGHT

LISA SANFORD

Speckman Realty, Inc. Real Living
Ph: 815-937-4370 Cell: 815-922-6924 • Email: Lisa@LisaSanford.com

Lisa Sanford was born to work and considers herself blessed to be helping others.

In the real estate business for 31 years, she is affiliated with Real Living Speckman Realty.

Sanford holds the designations CRS, Certified Residential Specialist, and GRI, Graduate Real Estate Institute. A fellow realtor describes Lisa as having EDS, Excruciating Detail Syndrome, a determination to help with all the pieces of the real estate puzzle. Another client calls Sanford, "the bulldog" because she

is hungry to get the job done. "I've loved every job I ever had," Sanford says. "I always wanted to work."

A graduate of the University of Illinois,

she worked in merchandising at the corporate office of Sexton Quality Foods in Chicago's Union Station. She's been a waitress at the Hilton and at Charlie O's, both in Lake Geneva. And she's done secretarial work at Harris Calorific Sales, her father's business, which sold welding equipment. The daughter of Pat and Jack Kelly, she grew up in Park Ridge. Her dad, she says, taught her a lot about sales. His advice was to ask questions and to listen.

When not working these days, Lisa enjoys her home in the Riverview Historic District in Kankakee. Located at 825 S. Chicago, she and her husband Walter have restored the historic Hunter-

Hattenburg home. Al Hattenburg was a popular Kankakee mayor in the 1940s. The home is now on the National Registry of historic places and has been featured in a calendar and garden walk.

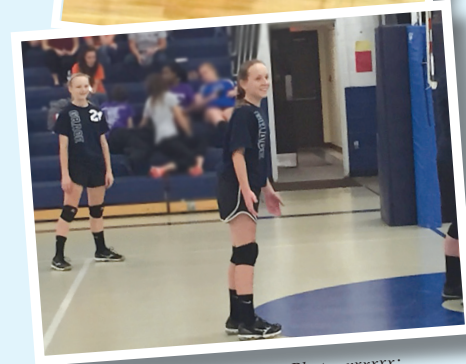
Lisa volunteers as a school board member at Grace Christian Academy, where she happily watches the couple's daughters, play basketball, volleyball and softball. "I'm an encourager," she says of volunteering at the school.

The Sanfords consciously chose Kankakee as a place to live and love the mature trees of Riverview, boating on the river and playing tennis at Cobb Park. They have a regular date night on Thursdays.

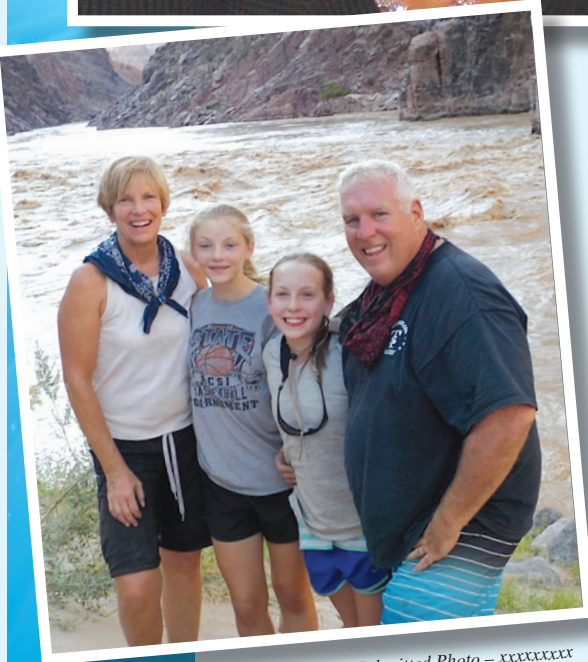
Lisa says her real estate specialty is selling the community she loves so much. She thoroughly enjoys helping people learn about the area. Having lived in a northwest Chicago suburb, she can see the many benefits of Kankakee County. She was also active in Women in Business and the Chamber of Commerce before her children were born.

She sold the very first home she showed to a client 31 years ago. "What do you think of this home?" she asked. "I think I want to buy it," was the reply. She had another property once where the last \$2,000 difference in the negotiations was settled by a coin flip.

Her other key strength is guiding people through the sale process and "all the details of buying or selling a home." That includes finding the right



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handyman, the right carpet installer, clearing title issues, finding the perfect lender, working with an appraiser or even networking for employment. Sanford has her own website, www.LisaSanford.com. The site contains a wealth of information, from decorating tips, to recreational activities, to estate planning and senior care.

A member of Grace Baptist church, she also says that God has given her the ability to learn from the many people who have crossed her path. Each year she picks a Bible verse as a theme for the year. This year it's from First Thessalonians, "Give thanks to the Lord in all circumstances for this is God's will for you in Jesus Christ."

She sees real estate sales and prices heading "up, up and away," locally.

"I'm grateful," she says, "that God has given me the opportunity to help so many people."