

age of 31! Growing up in Appleton, WI, he learned at a young age the value and rewards of hard work. Being possessed of a sharp brain and quick wit didn't hurt either. "He goes at 90 miles an hour," a colleague remarked.

Jason came to Chicago to attend DePaul University, where he earned a degree in finance. "I always knew I wanted to be in Chicago, and wanted to be in finance or real estate." He remembers driving through the city when visiting family in Illinois. "I just loved it. I loved the big buildings; I was a Cubs fan and a Bulls fan. I loved the vibrancy of the city." He still does.

Jason credits his mother, a home economics teacher, for instilling the value of real estate in him. "I always knew that real estate was the way to build wealth. My mother was very unique in that she bought a house as a single woman at a time when women just weren't buying houses on their own. She made me aware of all the benefits and all the values, so by the time I was in college, I already appreciated those benefits." Although a typical teenager, he will admit, unlike the average high school kid, for occasional recreational reading he was reading finance magazines.

Jason worked full time almost his entire enrollment at DePaul and was making a substantial salary. And at that young age, as if going to school full time and working full time was not enough, he was also doing consulting for clients on the side. This mostly consisted of financial consulting for small businesses. While most college students become interns, Jason had an actual job. "I would do the books, I would do financial projections — anything small business owners did not have enough time for or did not have the necessary skill."

Jason enjoyed the DePaul experience. In his junior year he had an apartment a block away from Wrigley Field. "We'd go over to the games with super cheap tickets."

For Jason, as a young college student, it was a great apartment to live in while attending school. It was a rather unique type of college experience. Most college kids live on campus and socialize wandering through the quad in typical college outfits. At DePaul, a working student like Jason would dress up in a shirt and tie, take the train down to class, and right after that, leave for work. Even though Jason considers his DePaul experience a phenomenal one, he was impatient. "I wanted to get through with school so fast because it was cutting

He worked hard and put in long hours. Jason is somebody who knows his job very well, no matter what it is.

— George Capra, Business Associate



The Edgemoor Park sales team – 83 Units at 6415-6443 N. Damen

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into my work time." Interestingly enough, Jason could have graduated early, but stayed on for one class the final quarter to qualify for his mother's insurance.

It was in college that Jason met Bob Lattas. Although they were working for different companies at the time, they decided they didn't like the concept of working for anybody, "so we became entrepreneurs." Jason went into real estate; Bob into the legal sector, and today is a real estate attorney. They have remained friends and colleagues throughout the years. "Jason is very personable," Bob says. "He can make you laugh. He's probably got the best one-liners out there. He's a very caring person." Professionally speaking, he claims, "There are not many people in the market who know it better than he does. Jason is, without exception, one of the most knowledgeable and smart Realtors in the city of Chicago. Jason knows how to make money." Bob also notes Jason is someone to listen to, "and it would be wise to heed his advice. He works so hard that he has sacrificed other parts of his life. He really devotes himself to his practice and makes himself succeed; that's what gives him pleasure. We're alike in one way: Tell us we can't do something; we'll prove you wrong. Jason will prove he can do it."

One of the jobs Jason had while attending DePaul happened to be for George Capra, who was just getting into buying real estate. Jason was so young, but George recognized his natural ability and potential, and approached him about partnering in a real estate project. They