



**The Berwyn Station sales team – 31 Units at 5336-5344 N. Winthrop**

purchased their first building together at 1447 N. Larabee. About four months later, they bought 1329 N. Mohawk. “We were on our way,” George says. From that point on, they purchased five or six rental properties in the Lakeview/Lincoln Park area, and started doing some condo conversions. “We’d buy some buildings, spruce them up and put them back out during the condo craze in Chicago.” This “investment” partnership continues today.

Jason, too, remembers the original buildings he bought with George. “They were 10% cash on cash returns and the rentals were incredibly easy. People literally would bring their checkbooks the first night of the showings.” Here’s a young man, barely out of his teens, as a landlord. Asked what it was like, he says, “I was young and responsible, certainly responsible enough to pay the bills,” but then he will concede he was not so great in other areas, like repairs or if the air conditioning went out.

George never questioned his partner’s ability, despite his youth. “Jason is someone who was always very determined. He always had a good level head on his shoulders. Some people are constantly looking for a way to make a quick buck, looking for a way to make mega millions. But he was always looking for a career, a path, an industry where he could make a name for himself and be successful. He worked hard and put in long hours. Jason is somebody who knows his job very well, no matter what it is. He’s always in tune with what, why, where, how — any changes. He’s very dedicated in making sure that he is at the top of his level in whatever it is he is doing.”

Jason took his mother’s example to heart and at the end of his junior year at DePaul, purchased a studio apartment at 777 N. Michigan

Avenue. “It was a whopping \$56,000 and I was probably the youngest person in the building by maybe 30 years ... well, almost,” he laughs. “It was actually cheaper for me to buy the condo, with all the payments, than it was for me to rent.” He lived there for about a year and a half and rehabbed it before selling it — for a profit. While appreciating the sound financial value of owning his own residence, it was investment properties that mainly held his interest. He sold his prized Chevy Blazer, which he purchased in high school, to get investment money and, nothing if not resourceful, Jason continued to max out his credit cards in order to finance the purchase of investment properties. He then used the income from those investments to pay off the credit cards. I don’t think he read that in any of his money magazines. It is also something he says he wouldn’t recommend to anyone else either.

About two or three years after Jason got out of school, he got his real estate license and hung it at RE/MAX, “just so I could get paid

to do my own buys for investment properties. The market was totally different because for about 10% down, you could buy buildings and make them cash flow. Now, you’re lucky with 20% down and have anything cash flow.” He worked there for about a year before going on to work with a small broker and, ultimately, opening his own business, which has been in existence for about five years now.

Quest Realty Group is Jason’s own business. George Capra is Jason’s development partner in 5 Seasons Development. Talking about George, he says, “He’s ridiculously busy because he’s the general contractor of all our projects and manages all of our rental properties. He’s a tremendous human being.” Actually, Jason’s various and multiple business dealings can become a trifle confusing. While he invests with George “about 90% of the time,” he also has many different partners with other investment properties, in addition to working with developers. It was starting to get a bit confusing to me, but the important thing is that it is not for Jason. This is a man who knows what he is doing.

When he first opened his doors, Jason was doing all his own deals, buying and selling and working with every buyer and seller he could.

**H**e not only has total knowledge of the market he represents, he attempts to have the same kind of knowledge of the clients he represents. He’s a very busy man, a man known in the industry and a man in demand.

— Sam Dotzler, Client and Business Associate