

Still, it can't be hurting the company all that much. Doing the right thing must pay off. Jason confesses to personally doing in excess of \$40 million in sales this year. Not bad for a boutique broker.

Jason doesn't intend to be in the showing side of real estate sales forever. Real estate sales are but one chapter of his life. "You know, you give up your nights and your weekends. I don't consider myself just a Realtor, I'm a businessman." I had many conversations with Jason before we actually met, which is unusual. In a way, it worked out better because I felt I got a better sense of the man. I hate to keep using the "U" word, but he really is unique. His mind works differently. He looks at a transaction from all angles. I definitely see him going onward and upward. Still, real estate will always be part of his life in some way.

Asked if he planned to keep Quest, he emphatically replied, "I'm not selling it." Needless to say, he's had many offers. He is constantly being approached by people who want to acquire the company or franchise them, and offering all kinds of incentives. Jason makes it very clear he has no interest in that. He also stresses he has no intention of growing into a huge brokerage firm. That was a little more surprising. Well, maybe not so surprising. They're so busy now, selling what they have, and with all the other ancillary investments, developments and that sort of thing, building up a huge brokerage just isn't in the picture. As a matter of fact, space has already become a problem; the office is "bursting at the seams." Jason gives new meaning to the words home office. He puts in so much time working that he lives upstairs, above Quest.

A good portion of Jason's business is working with developers.

**Jason at a Wrigleyville Penthouse he is completely finishing off from vanilla box condition.**



## I'm an agent; I'm a broker; I'm an investor.

— Jason Vondrachek

He has recently become associated with Joe Mirro. "I like his aggressiveness. He's very intelligent, understands the market and knows what a real good broker needs to do in this kind of environment. He's a real great guy."

Joe not only likes having Jason handle his developments, he hopes to someday do a deal with him. "When I referred to Jason as a workaholic, a word I swore I wouldn't use, he agreed with me. That's probably why I like him so much. He never stops, and I never stop. He was in my office recently, complaining that he had to take a few days off. I keep saying he's aggressive. He is. But it's a nice aggressive. When he comes in, he lights up a room."

Writing about Jason Vondrachek is like trying to condense *War and Peace* into the *Reader's Digest*. He refers to himself as a "deal junkie." He almost never takes a day off or a vacation, although he dreams about taking a month off next year to travel out of the country. Note: I could have deleted that last sentence, but I'm going to amend it; it helps give a picture of Jason. The plan had been to spend a month out of the country, but the new developments he's now associated with have altered those plans. Well, I guess you could say it's still a dream. "I had a bet with a number of my friends that I could make it to all seven continents by the age of 30, which I lost. I couldn't find the time to make it to Antarctica." (Jason celebrated his 31st birthday as we spoke). OK, I exaggerated. He really does manage to find some time for leisure activities aside from his grueling schedule. He plays golf. He ran two marathons. He plays in assorted softball and football leagues. He's a self-proclaimed "huge foodie." (He certainly doesn't show it.) He's involved in fantasy sports, basketball and football in particular, which for Jason is a way of staying in touch with college friends who are now spread across the country.

Jason says, "I'm an agent, I'm a broker, I'm an investor. There are no smoke and mirrors with my business. We're hustlers. We show properties; we're buyers, we're sellers." Jason appears very casual and laid-back — but it does not mask that sharp mind and acute business sense of his. If he seems overly confident at times, don't be misled. He has every right to that confidence; he recognizes his abilities and he produces. He's only 31, and yes, he's hip, but he's a thorough professional.

The term entrepreneur has become so commonplace it has almost lost its impact. Jason has been referred to constantly as an entrepreneur. I disagree. Literally taken from a French word that means "to undertake," the *Merriam-Webster Dictionary* defines an entrepreneur as "one who organizes, manages and assumes the risks of a business or enterprise." Already at his age, Jason Vondrachek is simply much more than that.

Boutiques may be small, but as everyone knows, they are specialty shops — emphasis on special. ■

### Contact Information

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