

TOP AGENT MAGAZINE



LAUREN MITRICK WOOD

Top Agent Lauren Mitrick Wood—of Compass in Chicago—is a third generation Realtor who is sincerely dedicated to helping her many grateful clients with what is often the largest purchase or sale they will ever make. As lead of the Olive Well team (their tagline is “Where All Live Well”), Lauren prides herself on her exceptional,

concierge-style customer service she provides, something her clients unanimously appreciate. This service has translated into a thriving business that is based almost entirely upon referrals, a significant achievement in the highly competitive Windy City market.

Lauren, whose mother and grandmother were both real estate agents (her parents are both members of the Olive Well team, as well as her husband Charlie and five others), began her real estate career at the young age of eighteen leasing residential units in downtown Chicago before transitioning to sales. Deeply knowledgeable about her industry, and with a commitment to placing her clients’ needs front and center, Lauren quickly achieved success in the industry, and was recognized in 2010 by both Forbes Magazine and the National Association of Realtors as one of the “30 under 30” young professionals nationwide. Additionally, she has been named by Chicago Agent Magazine as one of their “Who’s Who in Chicago Real Estate” in 2008, 2010, and 2018.

“I think it’s because of the mindset with which I approach my business,” says Lauren, when asked how she manages to inspire such impressive levels of client confidence and loyalty. “I pride myself on giving very good service.” Lauren’s sincere concern for the wellbeing of her buyers and sellers creates lasting friendships with them. “In my mind,” she explains, “my paycheck always comes last.”

There are many factors that contribute to Lauren’s impressive success in the real estate industry. Chief among them is her marketing prowess. A passionate fan of design, Lauren makes certain that every listing is shown in its best light, beginning with styling and professional photography.

Once ready, a mix of traditional and cutting-edge strategies are utilized to ensure that as many potential buyers and other agents are aware of the property. Among these strategies are creative broker open houses, occasional print ads, and deft utilization of the internet and social media. The result is almost always a fast sale, and for top dollar.

When she’s not working, Lauren enjoys nothing more than spending time with her husband Charlie and their dog Cooper. She and Charlie are also avid travelers, visiting five countries in 2019 alone. She is also Deeply committed to the real estate industry. Lauren has given back by sitting on the Board of Directors of both the Chicago Association of Realtors and the National Association of Realtors.

Lauren’s goals for the future include growing her business, adding new team members to support that growth, and continuing to refine and enhance the creative ways the Olive Well team serves and informs their clients.

When asked what advice she might have for newer agents, Lauren – who was seriously affected by the infamous market crash of the previous decade, but recovered through sheer hard work – takes a thoughtful pause before replying. “This business can be very difficult and tumultuous, but if you persevere, it can be really rewarding, exciting and fruitful.”



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