

# Evan Kane

Owner, Weichert, Realtors - Endeavor

evan@endeavorrealty.com

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## Summary

Evan Kane is the broker/owner of WEICHERT, REALTORS® - Endeavor, a real estate brokerage serving Deerfield, Highland Park, Evanston, the North Shore and Chicago. One of over 500 company-owned and franchised sales offices with nearly 18,500 sales associates in key markets throughout the U.S. A native of the North Shore and a member of the American Real Estate and Urban Economics Association, which is made up of economists and academics, Evan prides his company on taking a scientific and systematic approach to the market. Evan has been a pioneer for the use of analytic methodologies in residential real estate.

## Specialties

Property Valuation through Exploratory Data Analysis and Multiple Regression Analysis, Designated Agency, Behavioral Marketing

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## Experience

### **Owner at Weichert, Realtors - Endeavor**

January 2004 - Present (5 years 10 months)

Owner and managing broker.

*32 recommendations available upon request*

### **Owner and Managing Broker at Endeavor Realty Group, LLC**

January 2004 - December 2007 (4 years)

*1 recommendation available upon request*

### **Sales Agent at ZipRealty**

2002 - 2004 (2 years)

### **Sales Agent at Coldwell Banker Residential Brokerage**

2001 - 2002 (1 year)

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## Education

### **Columbia College Chicago**

BA, Television, 1989 - 1991

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## Honors and Awards

RTNDA Edward R. Marrow Award

## Interests

Real Estate, Behavioral Marketing, Psychology, Statistics, Scuba, Photography

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## 33 people have recommended Evan

"After nearly two years of working with an agent who clearly did NOT know how to sell in a buyer's market, my husband and I hired Evan based upon some of the marketing techniques I'd seen him using (YouTube, Twitter, & other social media). At our initial meeting, he showed us examples of how he would improve the listing (wording, photos), and how he used statistical analysis to determine when we were getting near the right pricing sweet spot. We were simply amazed. A man with a plan! After we signed on with Evan, he kept us very informed on the various marketing methods he was using, and was very adept at letting us work through the emotional side of accepting what was a "good" sale price in a slow market. I cannot say enough how glad I am that we worked with Evan, and would highly recommend him as someone who is at the forefront of evolving the real estate business, despite the market ups & downs."

— **Heather Richtfort**, was Evan's client

"Evan Kane is hands-down the best real estate agent I have ever met. He represented my wife and me on the purchase of our new Chicago home, and he was incredible throughout a long and complicated buying process. I will refer Evan to all of our family and friends who are in the Chicago housing market."

— **Todd Sermersheim**, was Evan's client

"I have bought five houses in my lifetime, two with Evan. There is no comparison between Evan and any other agent I have ever known. He is entirely focused on helping you achieve your goals -- buying or selling -- and makes his job entirely about watching out for your money. He smartly leverages regression analysis to ensure the price is right. If you are a buyer, he provides good comments when needed. And he has a good sense of humor. I recommend Evan without hesitation."

— **Brian Hughes**, was Evan's client

"Evan is a fantastic Real Estate Agent. We absolutely loved working with him. He made the process of first time home buying very easy and helped us find the exact home we wanted. He listens to what you really want and doesn't try to convince you of things you don't want. He is honest and smart. We were lucky to have found him!"

— **Annie Sisson Rezac**, was Evan's client

"Evan Kane is an extraordinary real estate broker. His primary objective of helping others before himself makes him a rarity in his field. Evan is a selfless businessman, always ensuring that he is doing the right thing for his clients before thinking of himself. His out of the box thinking makes him an exceptional marketer for homes. I recommend anyone who is looking for a real estate broker to meet with Evan Kane. You will not be disappointed."

— **DEAN KLASSMAN**, *Co-Founder & President, The Networking Group (TNG)*, was with another company when working with Evan at Weichert, Realtors - Endeavor

"After nearly two years working with another agent we had only made an offer on one house and had nothing to show for it. Evan Kane spent time with us talking about the type of property that we wanted, had options for us in our online account that night and scheduled viewings the same weekend. We found a property that we thought was not possible from our previous agent. We closed on Monday and could not be happier! If you are serious about buying or selling, Evan Kane uses SCIENCE to match a property with your wants and needs. Please don't hesitate to contact me if you have questions but, please understand that Evan will be the last agent you contact to buy or sell a house!"

— **Thomas Decker**, was Evan's client

"We first worked with Evan several years ago when he recommended specific renovations to our house and discussed how they might affect a future sale. Although we were not planning on selling at that time and not looking for an agent, he was extremely generous with his time. When it finally came time to sell our house he was a great help in all areas of the process, from spending an entire afternoon taking professional quality photographs and video to assisting us with counteroffers when we were negotiating with potential buyers. Evan was instrumental in getting our house sold despite the slow market and I would recommend him to anyone."

— **Paul Callaway**, was Evan's client

"As expected, Evan Kane again provided services of tremendous value, and we were able to find and (very) successfully negotiate for the purchase a wonderful home. Evan knows his industry, his market, and how to meet and exceed the needs of his clients. We will definitely be recommending Evan Kane and Weichert Realtors – Endeavor to our family and friends."

— **Ari Footlik**, was Evan's client

"Evan is a top notch Real Estate person. I would trust him with any of my clients needs at anytime. He has proven his ability time and time again, and can be placed high on your list of personnel whom you would always want to do business with!"

— **Alan Pearlman**, *President, Alan Pearlman, Ltd.*, was with another company when working with Evan at Weichert, Realtors - Endeavor

"Evan Kane is incredibly knowledgeable and enthusiastic about the world of real estate. He is successful at selling properties in a down market as well as an upmarket. He has a unique approach that works very well."

— **Nancy Boucha**, *Owner, Scuba Systems*, was a consultant or contractor to Evan at Weichert, Realtors - Endeavor

"Evan Kane helped me market and sell a property in 2007, before a bad market got worse. He also educated me on what it really means to "sell a property" - dare I say it here? It's marketing. And Evan knows marketing. If you need to move a property and you're trapped in the box of traditional marketing, have a conversation with Evan about his creative life outside of the box. Not only will he inspire you to think creatively and try new things with measurable results, he'll surely help you learn in the process. I definitely consider Evan an expert in his field and highly recommend him to anybody looking for a reliable, trustworthy and pleasant Residential Real Estate Broker/Agent."

— **Brian C. Janes**, was Evan's client

"Hello, I believe that Evan is a great guy and very able agent- his thorough understanding of the business, great research and negotiating skills brought us excellent results in our house hunt. Also personally he was a pleasure to work with and he exhibited highest standards and ethics, and was a true advocate for us. I can without reservation recommend Evan Kane in any capacity, business or personal. Thanks. Sincerely, Jim Feder"

— **Jim Feder**, was Evan's client

"Buying a home is daunting, however Evan made the process go smoothly. He is knowledgeable, flexible, and highly trustworthy. He has my highest recommendation."

— **Jenipher Dalton**, was Evan's client

"I was very pleased with Evan's services from start to finish. His professionalism was clear, and more importantly made the process very smooth. Evan went out of his way in helping us with the acquisition process of a property in which we plan on building a home."

— **Michael Gurin**, was Evan's client

"Evan has been a great help to myself and my wife in not only finding value in the market, but making us feel comfortable and confident in our decision making process. He has an excellent understanding of how to get the most for your money and provides statistical information to support his suggestions. During these difficult and uncertain times there is no one I would rather rely on

then Evan! He is simply one of the best at what he does!"

— **Eric Helfand**, was Evan's client

"Evan Kane ... a man among men. Evan is the definition of a closet entrepreneur. He brings that independent spirit and lust for constant self-improvement to his business and to his clients. In addition, he is one of the most willing people I know to roll up his sleeves and "get dirt under his fingernails" when it comes to helping others. If you were to look his name up in the dictionary you would find the description "goes above and beyond" next to his name and that is something on which you cannot put a price. Evan loves what he does and what he does best is help other people. I have been able to network with Evan for several years and I count him as one of my most trusted allies when it comes to growing my business. That, too, is virtually priceless. My feeling is that if you are in the market for what Evan does and you meet with him, you won't have a need to go anywhere else."

— **Nicolas DeGrazia** [www.BitterJester.com](http://www.BitterJester.com), *Co-Owner/Creative Director, Bitter Jester Creative, Inc.*, was with another company when working with Evan at Weichert, Realtors - Endeavor

"Evan represented us in the sale of our condo in Chicago and in the purchase of a foreclosed property in Highland Park. On the selling side, he showed great talent and ability in presenting our condo and creatively dealing with its disadvantages (small). He drove a lot of traffic to our place and had it sold in under two months - during a very tough market. We were pleased with the money we made. He then represented us as we purchased a foreclosed property. The process of this was extremely difficult for many reasons. Evan provided excellent guidance. He knew when to be patient, when to get aggressive and was an excellent negotiator. If/when we need to sell our place or buy another home, Evan will be representing us."

— **Brad Dunn**, was Evan's client

"We were impressed with Evan's knowledge of the market and were very comfortable with him."

— **Marty Gold**, was Evan's client

"There are many individuals who network under the self-affixed label of "proactive." They claim that they derive great joy from connecting people and putting them in a position to succeed. Evan Kane, at the risk of sounding cliché, talks the talk and walks the walk. In a relatively short time, I have come to learn that Evan is a networker's networker; he is genuinely interested in helping others accomplish their objectives. He has not only taken initiative on my behalf in introducing me to potential copywriting clients, but has championed my quest to broaden my reputation as a business cartoonist. Evan gave me the opportunity to develop and promote a comic strip specific to the real estate industry for use in his own published advertorial feature. I am extremely grateful to Evan for providing this magnificent vehicle for exposure, and for the confidence he has shown in the promotional potential of my art. Evan is a man of incredible character and integrity who truly takes

networking to the nth degree. Without question, he has my highest recommendation."

— **JD GERSHBEIN**, *Owner, OWLISH COMMUNICATIONS*, was with another company when working with Evan at Weichert, Realtors - Endeavor

"Evan defines the word "mensch." He's one of the good guys -- an honest man in a (sometimes) dishonest business. He's incredibly smart, and is an innovator that you want to get to know. It was a delight to work with him at WOMMA, and I look forward to doing so again in the future."

— **Michael Rubin**, *Director of Member Services, Word of Mouth Marketing Association (WOMMA)*, was with another company when working with Evan at Endeavor Realty Group, LLC

"Evan was the listing broker on the home I bought for myself in 2007. He was easy to deal with despite some challenges with his sellers. Evan is an extremely quantitative analytic person who adds great value to his clients. I also think he is one of the smartest people in our industry. He is very impressive as you will find when you meet with him."

— **Jory (Rozner) Strosberg, CPA & propertyDiva!**, *Real Estate Agent - Chicago North Shore, the propertyDiva!*, was with another company when working with Evan at Endeavor Realty

"We have both bought and sold a place with Evan in a 6-month period during the difficult 2006-2007 real estate period. We can only attest to his efficiency and intelligence when it comes down to real estate understanding and negotiating. On top of that, you can add an incredible availability and willingness to spend time with his client, which all result in the most outstanding real estate experience we've ever had."

— **Stephan Tran**, was Evan's client

"Goodchild Homes had a real estate transaction with Evan---he did a great job! If you want things to get done, rest assured that it will be with Evan! He is a highly skilled real estate professional."

— **Liz Goodchild**, *Broker Owner & President, GOODCHILD HOMES LLC*, was with another company when working with Evan at Endeavor Realty

"Best Real Estate Negotiator Ever!"

— **Seth Kane**, was Evan's client

"Evan is the owner of one of the most revolutionary real estate brokerages you are ever likely to find. Endeavor Realty is very literally committed to making sure the customer has a truly positive experience. You really need to try them out for your next business or personal real estate transaction."

— **Bryan Alaspa**, *Freelance Writer, Bryn W. Alaspa*, was with another company when working with Evan at Endeavor Realty

"We came to Evan after being frustrated by an agent who managed our listing for six months. Evan helped us understand why the other listing failed to attract potential buyers by doing his homework, providing us an amazing analysis of the current market conditions, and helping us create an out of the box solution to market the house and get results. He gracefully help us manage our expectations in a slippery real estate market, while leaving all decisions in our court. As we had moved out of the country and the house was sitting vacant, Evan provided email notice each time the house was shown, and feedback from the showing realtor. He embraces technology to help his business run smoothly and he's doing a great job. It's a pleasure to work with someone who is passionate about his work. I unhesitatingly recommend Evan Kane, and (not that he needs it) wish him well as he goes forward."

— **Shari Giddens Helmer**, was Evan's client

"Evan consistently provides my clients with the highest quality experience. Time after time, his personal attention exceeds their expectation."

— **Kevin Braude**, was Evan's client

"Evan is a highly knowledgeable real estate agent who is utilizing the most cutting edge technology available. This allows Evan to provide service and results that his clients didn't even realize that they should expect from their realtor. I recommend Evan highly to anyone looking to buy or sell a home, condo, or townhouse in the Chicagoland area."

— **David Kauffman**, was Evan's client

"Evan is asuperb real estate pffessional. He brings to the industry a preception and a strategiy rarely found. Integrity, honesty, thoughtfulness, and intelligence are all good descriptins of his traits. A great guy."

— **Chris Turley**, was Evan's client

"I have seen the way Evan's clients trust his expertise and relate to him professionally. They value his opinion and are extremely happy with his way of doing business."

— **Ron Isaacson**, was Evan's client

"Evan is a very excellent realtor, and an expert in his field. He is unusual in that he spends a lot of time with his clients making sure that the process of buying a home or selling a home is very well understood. I would not hesitate to recommend Evan's company to anyone looking to purchase or list their home for sale!"

— **Edie Lorant-Jerome**, *Owner, METRO MORTGAGE*, was with another company when working with Evan at Endeavor Realty

"Evan is an innovative and creative business owner, always looking for ways to improve his business and serve his clients more fully. His utilization of technology to improve service is beyond what is available with any other broker I have come across. I would recommend Evan and Endeavour Realty to anyone in the real estate market in the Chicagoland area."

— **David Kauffman**, *Vice President, Suburban Insurance*, was a consultant or contractor to Evan at Endeavor Realty

"Evan is a fearless innovator, open to new ideas and able to integrate them into his business processes. He focuses on his customers needs, making their home search and real estate transactions easy, painless and fair. He also consistently shows his commitment to the development of his staff. It is a pleasure working with Evan."

— **Avery Cohen**, *Founder and Principal, Metrist Partners - Web Analytics and Internet Marketing Effectiveness*, was a consultant or contractor to Evan at Endeavor Realty

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## Expertise

Professional Organizations, Small Business

[Contact Evan on LinkedIn](#)