



AFROUZ KAMELI

*Real Estate Broker
Baird & Warner*

After a successful 20-year career in the healthcare industry, Afrouz Kameli opted for a change and made the leap into real estate, where she found working with residential clients to be very gratifying. "Seeing the joy in my clients' faces when they find their ideal house is absolutely exhilarating!" she says, noting that most of her clients become more like family. "I cherish those relationships and hope to carry them with me for a long time."

A real estate broker with Baird & Warner, Kameli works with first-time buyers, luxury clients and investors, in buying and selling single-family houses, multifamily homes, condos, townhomes and commercial retail buildings throughout DuPage County. An Illinois resident for the past 25 years, she has lived in DuPage all those years and knows that market well.

She has a customer-centered work philosophy, noting, "I take the time to listen to my clients as they explain what they are looking for in their next home or why they are selling. I then work patiently with them to fine-tune those needs, focus on the decision-making process and guide them as they consider all the tradeoffs."

Baird & Warner has ranked Kameli a top 1 percent producer and named her to the Chairman's Club in 2021. A member of the National Board of Realtors, she was recognized for excellence in client service by Google in 2019 and Homesnap in 2020. "I am a professional and so demand quality in my work," she says. "I understand that the ultimate determination belongs to my clients, but I advise them of all the facts so they make an educated decision."

Kameli, who has been in the industry for a decade, describes her style as serious yet casual. "I believe that if you take care of people, they take care of you, so I spend my time focusing on my clients," she says. Her expertise in marketing has contributed to her leadership position. "The highest form of flattery is seeing other agents imitate my actions," she says.