



QAMAR

GROUP

ILLINOIS • MICHIGAN • WISCONSIN

real



WELCOME!

WE ARE QAMAR GROUP

Firmly holding a spot in the top 1% in the state of Illinois, Qamar Group has made it their mission to serve clients around the clock. Our team's top notch brokers are strategically placed throughout the Chicagoland area, so they can guarantee the same level of quality for their clients, no matter where life takes them.

Our "eyes open to eyes shut" work ethic drives our success in the real estate industry. We work with all types of clients; from luxury buyers looking to purchase a \$5 million-dollar lakefront estate to those seeking to sell a \$30,000 parking space in the city. Our collective ability to speak 11 languages helps us connect with both local and international clients.

Every member of our team understands the importance of their work and the impact that it can have. Together, we aim to achieve excellence by unlocking opportunities and building lasting connections with every client.

We look forward to helping you with all of your real estate needs!

RANKED
TOP 1%
TEAM IN ILLINOIS

RANKED
TOP 20
IN MRED CHICAGOLAND

650+
5-STAR ZILLOW REVIEWS

80+
COLLECTIVE YEARS
IN REAL ESTATE

1,000+
RENTAL TRANSACTIONS

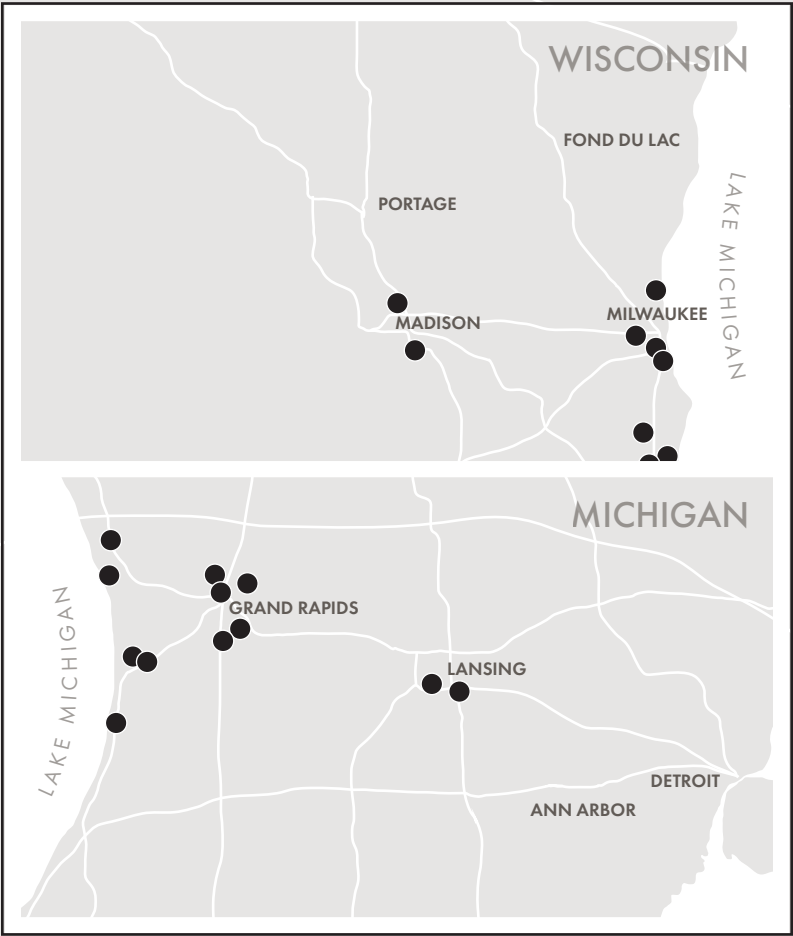
2,000+
SALES TRANSACTIONS

\$700+
MILLION SALES TO DATE



WE SELL EVERYWHERE

Qamar Group has been licensed in Illinois since 2019 and in Wisconsin and Michigan since 2024. With the vision to expand exponentially throughout the Midwest, we are here to meet your real estate needs!



Scan to view
all recent sales.

WOODSTOCK

CRYSTAL LAKE

VERNON HILLS

GURNEE

HIGHLAND PARK

GLENCOE

WISCONSIN

FOND DU LAC

PORTAGE

MADISON

MILWAUKEE

LAKE MICHIGAN

PALATINE

NORTHBROOK

ARLINGTON HEIGHTS

SCHAUMBURG

WINNETKA

EVANSTON

CHICAGO

LAKE MICHIGAN

DOWNERS GROVE

OAK LAWN

TINLEY PARK

CONNECTED TO A NATIONWIDE NETWORK

28,000+

LICENSED REAL ESTATE
AGENT PARTNERS

125,000+

REAL ESTATE
TRANSACTIONS

50

STATES

4

CANADIAN
PROVINCES

\$49.0B

VALUE OF HOMES SOLD
IN THE LAST 12 MONTHS

(Q4/2024)

real

One of the fastest-growing publicly traded brokerages

Real integrates real estate, mortgage, and closing services to provide a seamless, end-to-end experience with the guidance and support of trusted agents.

Unlocking Possibilities, Opening Doors

Real agents across the US and Canada are dedicated to serving communities with expertise and compassion, leveraging a powerful network to connect clients from bustling cities to small towns.

AI-powered insights, human-centered service

We often get asked what is the key to Real's success. The answer isn't singular – it's the motivation of our agents, our innovative proprietary technology and our dedicated staff working together.

onereal.com



PROFESSIONAL CERTIFICATIONS

- Accredited Buyer's Representative
- Real Estate Negotiation Expert
- Certified Luxury Home Marketing Specialist (CLHMS)
- Short Sale and Foreclosure Resource
- Certified Negotiation Expert
- Seller Representative Specialist (SRS)
- Pricing Strategy Advisor (PSA)
- e-PRO
- Certified Commercial Investment Member (CCIM)
- Certified International Property Specialist (CIPS)

REAL ESTATE WITH CONFIDENCE



see all award years on next page



see all NSBAR awards on next page



CHICAGOAGENT MAGAZINE

WHO'S WHO

2017, 2018, 2019, 2020, 2021, 2025

AGENT SNAPSHOT

2017, 2020, 2021

BEST DRESSED

2020



PLATINUM AWARD

2021, 2022, 2023, 2024

TOP TEAM AWARD

2020, 2024



NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

- TOP** TENANT RENTALS, 2024
- TOP 3** LARGE TEAMS VOLUME, 2023
- TOP 3** LARGE TEAMS TRANSACTIONS 2023, 2024
- TOP 3** COMMERCIAL TRANSACTIONS, 2024
- TOP 5** RESIDENTIAL PRODUCERS RENTALS
TENANTS, 2023
- TOP 50** TRANSACTIONS, 2024
- TOP 50** VOLUME, 2024

RP REAL PRODUCERS

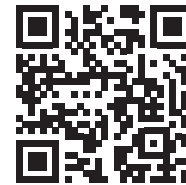
Real Producers magazines share exclusive stories about elite agents, agents on the rise and top industry partners.



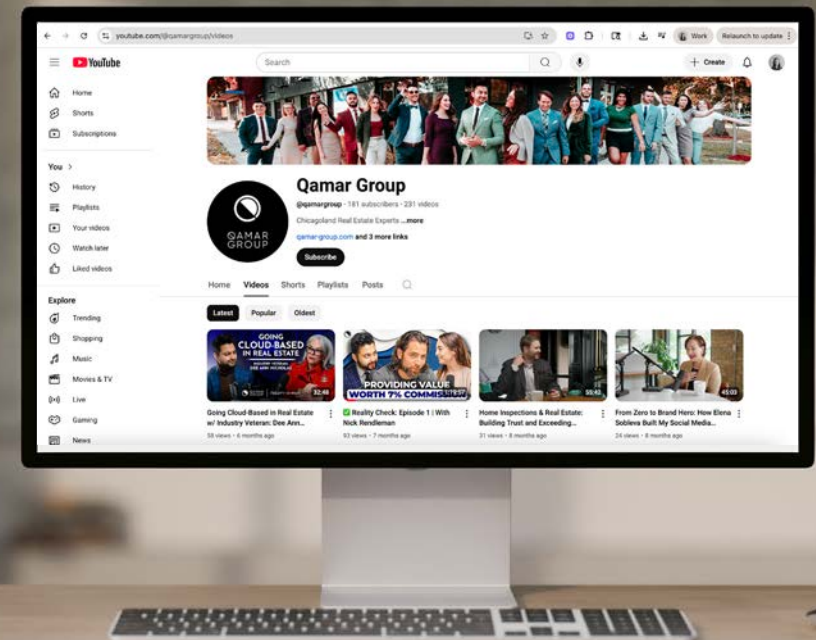
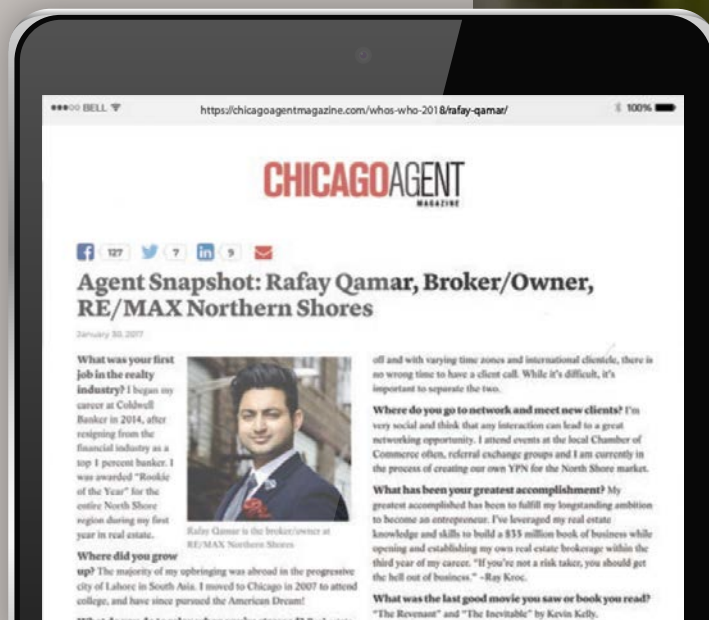
"Real estate is like solving a puzzle. Every deal has its twists, and it's gratifying to figure out what's driving the behavior behind it and create a positive outcome."
- Jana Pierce



QAMAR GROUP IN THE NEWS



Scan here to visit our YouTube channel.
Subscribe for insider real estate information,
tips, and exclusive market insights.



QAMAR GROUP

UNLOCKING OPPORTUNITIES

BUILDING LASTING **CONNECTIONS**





RAFAY QAMAR

Team Lead
Principal Broker
ABR, SFR, RENE, e-PRO, CLHMS
rafay@qamargroup.com
(773) 516-1111

Rafay Qamar is an experienced Multi-Million dollar Real Estate Agent and founder of the Qamar Group, a division of REAL. Rafay comes to Chicagoland from a family of international real estate practitioners, providing him with a dedicated understanding of the effect the global and domestic economy have on the Chicagoland market. Rafay graduated from DePaul University in Chicago with degrees in Business Administration and Finance, and holds a six sigma certification. He easily translated his personal commitment to excellence into the real estate industry after 7 years of finance and banking background.

Rafay is known for his magnetic personality, ethical practices, pocket squares and wide range of real estate knowledge, maintaining a high profile clientele that includes some of the most successful developers, business people, and celebrities. Qamar has served as the owner of two RE/MAX brokerages in the past, and is a member of the Institute for Luxury Home Marketing's Million Dollar Guild, as well as a board member of the North Shore-Barrington Association of REALTORS®' Young Professionals Networks.

“*Rafay and his team are simply amazing. If you go with Rafay you don't just get an incredible realtor but you get his entire team that is willing to do everything to help.*
- Aqib S.



Scan to read
more testimonials

Languages Spoken: English, Hindi, Punjabi, and Urdu



JANA PIERCE

COO Qamar Group
Senior Real Estate Broker
jana@qamargroup.com
(618) 540-0878

Jana Pierce began her real estate career in commercial leasing in 2014, and soon after transitioned into the residential field. She has extensive experience working with prospective tenants and landlords and providing 5 star service in the Chicagoland area.

Jana planned and executed the 2018 and 2019 Kellogg Housing Fair for Northwestern University's incoming graduate program, connecting thousands of students with a concierge level rental service to seamlessly secure student housing. She went on to recruit and train the leasing team at Qamar Group in 2019. She was commissioned to build out a white glove service administrative team that has played a major role in increasing total team volume 150% year after year and was promoted to Director of Operations in 2020. She earned the title of Qamar Group "Partner" in 2022 when she closed \$10M in transaction volume in one calendar year, and was promoted to Chief Operating Officer in 2023.

Jana is known for her ability to connect with clients, keep them engaged throughout the process, and overcome obstacles creatively.

“*Simply put: Jana is awesome. She is genuine, cares about her clients' needs and goals and is backed by a fantastic team that makes you feel you are their most important client.*
- Neil G.



Scan to read
more testimonials

Languages Spoken: English



STEVE DAVIS

Senior Real Estate Broker
Qamar Group Partner
steve@qamargroup.com
(312) 513-6314

After several years as one of the top leasing agents at Chicago Apartment Finders, Steve Davis dove into residential real estate as a first time broker in 2013. He was named Rookie of the Year for his outstanding performance and has never looked back! Steve’s combined 19 years experience in the industry with incremental growth year after year makes him both a great educator and leader in Chicago real estate.

Steve prides himself in recognizing a client’s motivations and aspirations. Whether someone seeks to purchase a new home, an investment opportunity, sell their home, or explore the possibilities, he is there to lend a listening ear and a helping hand. His follow-up is second to none, and he excels in creating long-lasting relationships even after the sale is done.

Outside of his career, Steve is an avid Billiards player, explorer of new culinary options, and enjoys fancy cocktails, fine wines and great IPAs. His true loves are his wife Vanessa and Rescue furbabies Oban, Pink, and Cranker. You will find him at the local dog park, the doggie pool, or enjoying a nice walk or run outside in Chicago!

“Not only did Steve expertly navigate through a complicated purchase transaction, he also sold my home in one week, at asking price—which was also the highest grossing sale in my community to-date. - Kari E.



Scan to read more testimonials

Languages Spoken: English



EDWARD HENDERSON

Senior Real Estate Broker
Qamar Group Partner
ed@qamargroup.com
(312) 479-2201

With over 16 years of experience serving Chicago and its surrounding suburbs, our team is committed to delivering exceptional real estate expertise with a client-first approach. We go beyond transactions—providing comprehensive market insights, strategic guidance, and cutting-edge technology to help you make informed buying and selling decisions with confidence.

At the heart of our success is a deep understanding of the local market, expert negotiation skills, and a passion for helping clients achieve their real estate goals. Whether you’re purchasing your dream home, selling for top dollar, or investing in your future, we tailor our approach to meet your needs—ensuring a seamless and rewarding experience.

With a reputation built on trust, integrity, and results, we’re here to guide you every step of the way. Let’s turn your real estate goals into reality!

“Edward was fantastic throughout the entire process. He provided me with a clear understanding of what to expect from the start, kept me informed about interested buyers, their offers, and the optimal selling price based on local market trends. - Brittney C.



Scan to read more testimonials

Languages Spoken: English



EMMA LACOSSE

Senior Real Estate Broker, Illinois & Michigan
Qamar Group Partner
ABR, RENE, C2EX
emma@qamargroup.com
(517) 930-6310

Emma began her real estate career in Chicagoland, backed by a family legacy in the industry. A graduate of Olivet Nazarene University with degrees in Business and Marketing, she brings a strong commitment to excellence, honed through six years in the non-profit sector. Previously the Director of Operations for Best Buddies Illinois, she was recognized as Director of the Year in 2018.

Now based in Grand Rapids, MI, Emma serves both Chicago and Michigan, with over \$30M in sales and 200+ homes sold. She is a proud member of Qamar Group, brokered by REAL Broker LLC. She is also a member of the Chicago Association for Relators (CAR) and the Greater Regional Alliance of REALTORS (GRAR) in West Michigan. Known for her energy, integrity, and deep market knowledge, she ensures a seamless and enjoyable experience for her clients.

Outside of real estate, Emma enjoys traveling with her husband and son, running marathons, and staying involved in meaningful organizations. She looks forward to building lasting relationships while helping clients with their real estate needs.

“Detailed, patient, knowledgeable, and passionate are just a handful of words that describe Emma and her skills as an agent. I will be recommending Emma to anyone!”
- Jared J.



Scan to read
more testimonials

Languages Spoken: English



DANIEL MANOSALVAS

Senior Real Estate Broker
daniel@qamargroup.com
(586) 577-6029

Daniel Manosalvas grew up in Mount Prospect and Arlington Heights and attended John Hersey High school. He was attending Olivet Nazarene University, with the intent to continue into law school when he decided to try out Real Estate.

Daniel's real estate career kicked off very well. Starting in Michigan and now serving in Illinois, Daniel speaks both Spanish and English. Daniel started his career at Keller Williams Lakeside and transferred to Top Agent Realty. There, he accumulated over 15.2 M in revenue by helping over 40 families in 2022. Now Daniel is with the Qamar Group.

“Daniel was a great help selling our property fast, he explained the process very well, especially since we don't live in the same state. Daniel was very professional and I highly recommend!” - Bety C.



Scan to read
more testimonials

Languages Spoken: English, Spanish



NOAH ROBINSON

Senior Real Estate Broker
noah@qamargroup.com
(312)-437-5773

Noah is an award winning agent who consistently is among the top real estate agents each year in terms of homes sold. He brings solid experience in terms of working buyers and sellers through the home sale process. Noah has won the prestigious ICON agent award multiple times and is a great source of knowledge for his clients. Noah is focused on selling homes in Chicago in and the surrounding suburbs, with over \$34M in sales. He is a member of the Chicago Association for Realtors (CAR).

Outside of real estate, Noah serves the community as a Board Member for Habitat For Humanity and a leader within Alpha Phi Alpha Fraternity, Incorporated. He is committing to making home ownership a reality for as many people as possible.

“Noah did an excellent job in helping me close on the property. When I first saw the unit, I turned to Noah and said “I want this, let’s make it happen” and he did just that, and immediately started to act. Towards the end of the process, there were challenges related to the loan and Noah stepped in to help mediate and help resolve the situation. Throughout the entire process, Noah was very responsive, informative, organized, and calm. I enjoyed working with him and look forward to working with Noah again!” - Raven T.



Scan to learn more about Noah

Languages Spoken: English



CHRIS VLAJCIC

Real Estate Broker
chris@qamargroup.com
(708) 334-4577

As a dedicated real estate professional, I provide exceptional service tailored to each client’s needs. With experience in property renovations and construction, I offer insights to help clients make informed decisions when buying, selling, or enhancing properties. I prioritize clear communication and support throughout the process.

Beyond transactions, I remain a lifelong resource for any property-related needs. Clients appreciate my dedication and commitment to going the extra mile. Whether you’re a first-time buyer or an experienced investor, I’m here to guide and support you in achieving your real estate goals.

“Chris was great! He helped us find our first home and provided us with so much insight. His goal is to be helpful and make the process as easy as possible for us, and he did just that.” - Nora S.



Scan to read more testimonials

Languages Spoken: English



ROBIN BRANTON

Real Estate Broker
robin@qamargroup.com
(310) 497-4665

Service and trust are the cornerstones of Realtor Robin Branton’s business. A Certified Sellers Representative Specialist (SRS) and Accredited Buyer Representative (ABR) her expertise is apparent from the initial introduction through to the closing table. Whether she is working with a first time seller or buyer, a repeat client expanding their portfolio or a real estate investor, Robin expertly guides her clients along every step of the real estate process. An investor herself, she embraces these opportunities to help her clients attain their goals and build wealth through real estate. Her long standing relationships with her clients have given her the chance to work all over Chicagoland and with properties ranging from vacant land lots to multi-family properties, including those with commercial space. Robin’s attention to her clients’ needs goes beyond the transaction as she regularly refers them to trusted vendors, delivers market valuation reports and helps them understand current market trends, and keeps an eye out for future opportunities fitting her clients needs and goals.

In addition to real estate, Robin loves taking in all Chicago has to offer. She can be found logging miles on the lake or 606 trail, heading to a Blackhawks or Chicago Wolves game, Aunting with her niece in Oak Park and relaxing with her husband Mark and rescue kitty, Dewey in Bucktown.

“Robin is the best. Attentive and dedicated, she gives you all the information you need promptly. Working with her makes the home buying process a breeze. - Bodunrin J.



Scan to read
more testimonials

Languages Spoken: English



CARLOS CARVAJAL

Real Estate Broker
carlos@qamargroup.com
(331) 330-1163

Carlos, originally from Quito, Ecuador, relocated to the United States with his family during his teenage years. After completing high school in New Jersey, he enlisted in the Army at the age of 17. For the past 32 years, Carlos has resided in the Chicago metropolitan area, acquiring extensive knowledge of the local real estate market. He is a dedicated father to three children and a beloved pup.

With 29 years of experience in the sales and warehouse industry, Carlos has developed a strong expertise in sales and construction. His commitment to community service is evident through his volunteer work as a soccer coach for children aged four and up. Carlos upholds the values of honesty, respect, and integrity, which are integral to his professional approach in real estate.

Carlos is attentive to his clients’ needs and strives to achieve the best outcomes in every transaction. He is dedicated to making the buying and selling process enjoyable, straightforward, and stress-free. Clients can rely on Carlos for guidance and support throughout their real estate journey.

“Carlos did an amazing job when helping us to buy our property. He went the extra mile and was always giving us proper advice. - Ossa



Scan to read
more testimonials

Languages Spoken: English, Spanish



TREVOR COLBY

Real Estate Broker
trevor@qamargroup.com
(847) 224-0442

As a dedicated and experienced real estate professional, I take pride in helping clients navigate the complexities of residential and commercial for buying, selling, and investing in properties. With a deep understanding of the local market and a passion for delivering personalized service, I work tirelessly to ensure my clients achieve their real estate goals.

Whether you're a first-time homebuyer, a seasoned investor, or looking to sell your property for top dollar, my expertise in negotiations, market analysis, and customer care guarantees a seamless experience from start to finish. I believe in building long-lasting relationships based on trust, integrity, and results.

Let's make your real estate dreams a reality!

“*Let him know exactly what your looking for and he'll deliver. Great team in all, they were very helpful with explaining the entire process. Always easy to contact! - Zeus R.*



Scan to read
more testimonials

Languages Spoken: English



NATHAN DAVIS

Real Estate Broker
nathan@qamargroup.com
(847) 602-9641

Having lived throughout the North Shore his entire life, Nathan Davis brings to the table extensive knowledge of the northern suburbs and a strong familiarity with Chicago. Working with the Qamar Group is a no-brainer with the back-end operation assistance from start to finish, and he leverages the top-tier resources of REAL to help clients buy, sell, and invest with confidence.

Mentored by the Qamar Group partners and its seasoned agents, Nathan benefits from a wealth of market expertise, giving him a competitive edge. His strong work ethic, attention to detail, and passion for real estate make him a valuable asset to clients of all backgrounds.

Nathan's approach goes beyond just a transaction—he's focused on building lasting relationships. He'll guide you step by step through the entire process, ensuring you feel confident and informed. Even after closing, he remains a trusted resource and friend, ready to support your next move, whatever it may be.

Outside of real estate, Nathan is an avid weightlifter and runner. He also loves traveling and exploring different cuisines throughout Chicago, always looking for the best new spots. Whether you're buying, selling, or investing, Nathan is your go-to professional, making the process smooth, enjoyable, and stress-free.



Scan to learn more
about Nathan

Languages Spoken: English



ALEX HARRIS

Real Estate Broker, ABR
alex@qamargroup.com
(847) 321-5475

Alex was born and raised in Wilmette, a charming North Shore community just north of Chicago. A New Trier High School graduate, he has a deep appreciation for the area’s quaint downtowns, park district programs, and beautiful beaches. For college, Alex headed south, drawn to warmer winters and the SEC experience at the University of Alabama. Along with earning a BA in Communications, he celebrated a College Football Championship and remains a passionate fan.

A third-generation Realtor, Alex follows in the footsteps of his mother and grandmother. Growing up immersed in real estate discussions, he developed an intuitive understanding of the business, allowing him to deliver successful outcomes for clients. Dedicated to top-tier service, Alex works hard to understand his clients’ goals, offering expert advice and a seamless experience. To him, real estate is more than transactions—it’s about building lasting relationships.

Outside of work, Alex enjoys golfing, live music, and Chicago sports, especially the White Sox. His favorite time of year? College football season in Tuscaloosa! He’s also an active member of the New Trier Alumni Association, helping organize events to connect fellow alumni in Chicagoland.

“Alex went above and beyond the call of duty. He was very knowledgeable and responsive. He was respectful and I would recommend him to every single one of my family and friends. - Obiageli N.



Scan to read
more testimonials

Languages Spoken: English



MARIANNE HETHCOAT

Real Estate Broker
marianne@qamargroup.com
(773) 255-0509

As a dedicated and driven real estate professional, Marianne is passionate about helping clients navigate one of the most significant financial decisions of their lives—buying or selling a home. With a fresh perspective, energy, and a commitment to exceptional service, Marianne is here to make your real estate journey seamless and stress-free.

A natural communicator with a strong attention to detail, Marianne excels at understanding clients’ unique needs and delivering personalized solutions. Whether you’re a first-time buyer, a seasoned investor, or looking to sell, Marianne’s goal is to ensure a smooth and rewarding experience at every step of the process.

As a long-time resident of the Western Suburbs, Marianne offers an in-depth knowledge of the market trends, neighborhoods, and opportunities in the area. Backed by the latest tools and resources, Marianne is committed to providing up-to-date market insights and strategic advice to help clients achieve their goals. When Marianne isn’t working, you’ll likely find her spending time with her husband and 4kids & grand daughter.

With a genuine passion for real estate and a commitment to excellence, Marianne looks forward to partnering with you to make your real estate dreams a reality.



Scan to learn more
about Marianne

Languages Spoken: English



BRYAN LUNA

Real Estate Broker
 bryan@qamargroup.com
 (630) 923-4663

Bryan is dedicated to providing exceptional service to both buyers and sellers, combining integrity with expert industry knowledge. With nearly a decade of experience, Bryan has a comprehensive understanding of the real estate market and is adept at navigating its challenges. As a member of the Qamar Group, a top 1% team in the Chicagoland area, he is committed to negotiating on your behalf to achieve your goals and beyond. Bryan’s goal is to exceed your expectations by delivering five-star service throughout every step of your home sale journey.

“I was a first-time buyer, and some things were unknown to me. And then I found Bryan Luna, and he made the entire process of finding and buying a house simple and painless. - Manoj P.



Scan to read more testimonials

Languages Spoken: English, Spanish



GREG MAZALEWSKI

Real Estate Broker
 greg@qamargroup.com
 (630) 835-5837

With years of experience as a union construction worker and project manager, Greg brings a unique, boots-on-the-ground perspective to the world of real estate. His deep understanding of home structure, quality craftsmanship, and project timelines gives his clients a serious edge—whether buying, selling, or investing.

Since making the leap into real estate, Greg has successfully closed hundreds of transactions, guiding clients through every step with confidence, clarity, and care. His background in construction means he sees what others might miss—and his project management skills ensure nothing falls through the cracks.

Known for his integrity, strong work ethic, discipline and no-nonsense approach, Greg is more than just a realtor—he’s your advocate, advisor, and ally from the first showing to the final signature.

“Greg was amazing at every step of the transaction! Very personal, professional, Prompt and always willing to go the extra mile to be of service! We could have not pulled this off without him, LOOK NO FURTHER FOR YOUR REALTOR, GREG IS THE MAN!” -BW



Scan to learn more about Greg

Languages Spoken: English



NEMANJA (NIKO) NIKOLIC

Real Estate Broker
niko@qamargroup.com
(630) 863-1845

Niko is a passionate real estate agent with a unique background that blends experience in the hospitality industry with hands-on expertise as a property investor and landlord. His career is driven by a deep-rooted love for helping people and delivering exceptional service.

Starting out as an investor, Niko spent years rehabbing properties and building passive income streams. Motivated by a desire to help others achieve their own real estate dreams, Niko transitioned full-time into real estate to assist friends and his community in navigating the path to home ownership and investment success.

Originally from Serbia, Niko grew up in a culture that values strong relationships and community, which has shaped his approach to real estate. Fluent in both Serbian and English, Niko works closely with the Serbian community in the Chicagoland area, offering tailored advice and support to help clients find their ideal homes and investment properties.

Niko's approach is grounded in clear communication, integrity, and a client-first mentality. Whether working with first-time buyers or seasoned investors, his goal is to provide expert guidance and a smooth, enjoyable experience. Outside of work, Niko is passionate about traveling and is a true wine connoisseur, always seeking new experiences and expanding his horizons.



Scan to learn more about Niko

Languages Spoken: Serbian, English



JOSH NILSSON

Real Estate Broker
josh@qamargroup.com
(847) 370-9774

Hi, I'm Josh, and I'm thrilled to bring my diverse experience and dedication to real estate. For the past 20 years, I've been at the helm of SNP Productions, where I've had the pleasure of helping hundreds of couples create unforgettable wedding experiences. This role has honed my skills in client relations and attention to detail, qualities I now bring to every real estate transaction. Alongside my wife Lisa and our six wonderful kids, I understand the importance of finding the perfect home that fits both lifestyle and budget.

I also spent almost a decade as a public high school teacher, which deepened my appreciation for education and its role in empowering individuals and families. This background causes me to providing clear, informed guidance throughout the buying or selling process. I'm committed to educating my clients, ensuring they are well-prepared to make decisions that align with their long-term goals.

Balancing a busy family life with professional commitments, I know how crucial it is to find a home that not only meets immediate needs but also supports future growth. Whether you're a growing family like mine or a couple just starting out, I'm here to provide the expertise and personalized service needed to navigate the real estate market. Let's work together to turn your dreams into reality and find the perfect place to call home.



Scan to learn more about Josh

Languages Spoken: English



KYLE PIERCE

Real Estate Agent, Michigan
 kyle@qamargroup.com
 (616) 293-6353

With a lifelong love for competition and a passion for helping others, Kyle found real estate to be the perfect fit. He thrives on the challenge of turning dreams into reality and is committed to guiding clients through one of the biggest decisions of their lives. Kyle’s goal is simple: to help each client find their dream home at the best possible price — no shortcuts, just results.

Kyle thrives under pressure and never settles for less than excellence. He studies the market closely and takes pride in negotiating deals that align with his clients’ goals. He knows that no two transactions are the same — which is why he puts in the work to ensure every client experience is customized, smooth, and stress-free.

When he’s not helping people navigate the real estate world, you’ll likely find Kyle at the gym, playing pick-up basketball, or out hunting and fishing. He values strong relationships and treats each client like family. If you’re looking for someone who’s as driven to win as you are — Kyle is ready to go the extra mile to make your next move a success.



Scan to learn more about Kyle

Languages Spoken: English



RASHID QUTAISHAT

Real Estate Broker
 rashid@qamargroup.com
 (224) 216-9128

Having had a love for sales and the market most of his life, Rashid was ecstatic to join the Qamar Group and get his feet wet in the world of real estate. Being a more recent agent, he has consistently learned from the best and put in the time to maneuver his way through any market. He understands his clients are more important than any transaction, and firmly believes in bringing them the greatest value possible.

Rashid enjoys meeting new people and strives to build meaningful relationships with whomever he’s working with. He has a knack for numbers and loves to watch the market intently in order to plan accordingly for his clients. This way, they are doing what’s best for them whether they want to buy, sell, rent, or invest.

Besides his career as a Real Estate Agent, Rashid is an avid chess player who has watched too many movies and is always looking for a new burger joint. Rashid has always set aside quality time with his family and tutors his sibling often. He has a love for all things science and keeps up with current events. If you’d like a seamless and convenient real estate journey - as well as a friend - Rashid is happy to work with you.



Scan to learn more about Rashid

Languages Spoken: English



BILAL RUSHNAIWALA

Real Estate Broker
bilal@qamargroup.com

Rushnaiwala offers comprehensive expertise across the Chicago real estate market. His deep knowledge of residential and luxury properties, combined with his strategic approach, ensures that every client's real estate journey is both successful and rewarding.

Bilal understands that selling a home is a significant decision, often filled with both emotional and financial considerations. As a seller's agent, he is committed to maximizing your property's value through meticulous market analysis, innovative marketing strategies, and expert negotiation skills.

Whether you're a first-time homebuyer or looking to upgrade to your dream home, Bilal's deep understanding of Chicago's diverse neighborhoods, combined with his ability to identify properties that align with your specific needs and lifestyle, makes him an invaluable partner in your home search.

Bilal's expertise extends to working with investors seeking to capitalize on Chicago's vibrant real estate market. As an investor's agent, he offers strategic insights and market intelligence that help identify lucrative opportunities, whether you're interested in residential, multifamily, or commercial properties.

Regardless of your real estate needs, when you work with Bilal, you can trust that your real estate objectives will be met with professionalism, integrity, and a deep understanding of the Chicago market.



Scan to learn more
about Bilal

Languages Spoken: English



MAX RYBCHUK

Real Estate Broker
max@qamargroup.com
(312) 593-3145

Hey, I'm Max Rybchuk, a Real Estate Broker with a relentless work ethic and a passion for helping people find their perfect home. Born in Ukraine and raised in Glenview, I have a deep appreciation for Chicago's diverse neighborhoods. Fluent in English, Ukrainian, Russian, and Spanish, I make sure every client feels understood and confident throughout the buying or selling process.

I work tirelessly to make real estate transactions smooth and stress-free, whether you're a first-time buyer, a seasoned investor, or looking to sell. My background in finance gives me the edge to negotiate the best deals and navigate the market with precision.

More than just a Real Estate Broker, I'm someone you can count on—day or night. Have a question? Need advice? Call me anytime. I'm here to guide you every step of the way, ensuring you get the results you want with a seamless, personalized experience. Let's make your real estate goals a reality!

“Max was great. I would gladly recommend him to everyone I know when they are looking to sell their home. He is very knowledgeable and professional.
- Susan J.



Scan to read
more testimonials

Languages Spoken: Ukrainian, Russian, Spanish and English



SHOZAB SOHAIL

Real Estate Broker
shozy@qamargroup.com
(224) 432-8683

As a dedicated Realtor with the Qamar Group, Shozab brings a comprehensive understanding of both commercial and residential real estate to clients throughout the Chicago area and surrounding suburbs. With a focus on property acquisition and disposition, Shozab brings a wealth of experience and a deep understanding of market trends to each transaction. Known for his strong negotiation skills and commitment to client satisfaction, Shozab ensures that every client receives personalized service and achieves their real estate goals effectively.

Driven by a passion for real estate and a dedication to professionalism, Shozab has built a reputation for navigating complex transactions with ease. His proactive approach and attention to detail make him a trusted advisor among buyers, sellers, and investors alike. Whether you're looking to buy your first home, sell a property, or explore investment opportunities, Shozab Sohail is committed to providing expert guidance and achieving optimal results in the Chicago real estate market.



Scan to read
more about Shozab

Languages Spoken: English



SARAH TIRADO

Real Estate Broker
sarahtirado@qamargroup.com
(773) 558 - 6565

As a graduate from Northern Illinois University with a degree in Psychology, Sarah knows how to prioritize understanding her clients' needs, and staying proactive in keeping stress at bay. Sarah prides herself in recognizing clients' hesitations and unspoken questions, always ready to educate and instill confidence throughout a transaction. She leads her business with high communication and transparency. Sarah is honored to be in this business and trusted by so many to guide them through such a big step in their lives.

When working with buyers, Sarah focuses on education and making sure they have a full understanding every step of the way, never feeling pressured and assuring their terms are met. For Sellers in search of high support and marketing, Sarah executes open houses hosted not only by her, but by her team as well, for expanded clientele reach. Paid marketing is provided for properties on multiple forums; MLS and realtor websites, Google, Facebook, LinkedIn, Instagram, TikTok, and more. She takes pride in her work, which includes the work of her trusted partners. With her team of real estate agents, lenders, inspectors, attorneys, insurance agents, general contractors, and more, she is heavily supported by a plethora of knowledge and is always ready to connect her clients to those that best support their needs and success.

In her downtime, Sarah loves to cook or explore the never ending restaurant options of Chicago, enjoys fancy cocktails and fine wines, traveling, and hiking with her four legged bestie, Xena.



Scan to learn
more about Sarah

Languages Spoken: English



CLIENT TESTIMONIALS

Alex was amazing! He was so responsive and was so helpful through this process. You can tell he is an expert in this space. He was truly wanted to help me find the perfect place for me. I really appreciated his honesty during the process and determination to keep looking for what is best for me. - Katie

Daniel went above and beyond assisting us with the sale of our house. His expertise in the market's geographic area and determining a competitive selling price was very appreciated. He was friendly, responsive, set up regular check-ins, and provided us with great advice. We sold in a matter of days! If you are looking to sell or purchase a new home Daniel is your guy! - Jeremy

Incredible experience with **Emma**, highly recommend to anyone looking! She was more than happy to tour nearly a dozen houses until we found the perfect one! She was very knowledgeable and professional through the entire process and helped us into our first home ever! If and when we decide to sell & purchase again in the future, we have no doubt we will continue the journey with Emma! - Alyssa



Steve has been an incredible partner throughout the process of purchasing my new home. His deep knowledge of real estate and expert guidance were key in helping us secure the home in a highly competitive, multi-offer situation. From the initial offer to closing, Steve was hands-on and ensured everything moved forward smoothly. I especially appreciated his regular Tuesday check-ins, which kept me informed and reassured at every stage. He was always quick to respond to any questions I had and brought a consistently friendly, approachable energy to every interaction. One of the things I valued most was that Steve is the same genuine person both professionally and personally. That authenticity was really important to me when choosing someone to help guide me through such an important decision. - Uriel

Jana was very encouraging during every step of the process - from preparing for showings through the sale. The house was on the market for an extended period and finding a motivated, approved buyer had not been successful with some previous real estate agents. From start to finish, this was a very good experience. - Cathy

Carlos did an amazing job when helping us to buy our property. He went the extra mile and was always giving us proper advice. He helped us to build our team (lender, lawyer, contractor, inspector) and analyze the potential deals. He is very knowledgeable of the market. I will recommend Carlos as a reliable RE agent (particularly for Spanish speaking clients) - Omar

Edward was fantastic throughout the entire process. He provided me with a clear understanding of what to expect from the start, kept me informed about interested buyers, their offers, and the optimal selling price based on local market trends. He was highly professional and communicative. I value him as my realtor and look forward to working with him again soon for another purchase. - Brittney

Noah did an excellent job in helping me close on the property. When I first saw the unit, I turned to Noah and said "I want this, let's make it happen" and he did just that, and immediately started to act. Towards the end of the process, there were challenges related to the loan and Noah stepped in to help mediate and help resolve the situation. Throughout the entire process, Noah was very responsive, informative, organized, and calm. I enjoyed working with him and look forward to working with Noah again! - Raven

CLIENT TESTIMONIALS CONTINUED

Sarah was a delight to work with during my rental search process. She responded to my inquiries in a timely fashion. She was punctual and present for all rental showings. She helped me and my family find a rental space that met our requirements for a fresh start! Thank you Sarah!!! - Lara

My experience with **Robin** was amazing! I had numerous requests and things I was looking for in an apartment unit and building, and Robin was able to find me a place that met all my requests. Robin is great to communicate with, flexible with scheduling and very responsive. I highly recommend working with Robin. - Brennan

Steve is extremely knowledgeable and went out of his way to make us feel comfortable throughout this whole process. It has been 25 years since we bought a property, and Steve was there from start to finish and still checks in with us to make sure we're comfortable. Steve gave us many great suggestions for upgrading our property before putting it on the market. He was always available for any questions we had, and made us feel at ease throughout every step of the process. We very highly recommend Steve!

Max was great. He showed up for every showing. I would gladly recommend him to everyone I know when they are looking to sell their home. He might be young but he is very knowledgeable and professional. Max always kept us informed about what the prospective buyers liked or didn't like about our property. He has even called us a few times since we moved to Colorado to check on us and see how we are doing. - Susan

Qamar Group did an amazing job in selling our house in West Town. Due to a military relocation we had to sell it 2 years after purchasing. After a little bit over a month on the market, we received multiple offers and we sold it \$10K over listing price, just in time for our move!!! Jana and her team's savvy negotiation skills and great knowledge of the market made the all process very smooth and we had the easiest escrow, which is always appreciated during a move out time. I can't thank Jana enough for exceeding our expectations when we purchased and sold the house! If you are in search of the best Realtor in Chicago, Jana Pierce is the undeniable choice! - Julie

Daniel did a great job ensuring that he would price our property correctly and take drone photos for the listing (which turned out great). The comps all sold in 30 days and Daniel confidently said we could sell our property that quickly as well. We closed in 38 days with multiple offers and received full asking price! Very good experience working with Daniel. - Brian

Rafay and team were incredibly helpful in the purchase of our home in Long Grove. His team was responsive and attentive, making the process easy and pain-free. Beyond their quality in assisting us in our house search, each member of the team (and, in particular, Rafay and Jana) was friendly, calm, and overall just good people. I would recommend this team to anyone. - JP

I was a first-time buyer, and some things were unknown to me. And then I found **Bryan**, and he made the entire process of finding and buying a house simple and painless. He helped me set up a preapproval and helped me find a house that fit my needs. He was patient and explained everything to me thoroughly. Besides expert knowledge and negotiation expertise, Bryan and his team offer flexibility and accountability. His clients are not just a number. He understands that buying or selling a home is a major life event, so he communicates with his clients throughout the entire process. - Manoj

Alex was the perfect agent for us as first time homebuyers! He is incredibly communicative and will help walk you through every step of the process. He's very knowledgeable about the market here in Chicago, and he's so easy and fun to work with. We cannot recommend him enough! - Williams

Emma was phenomenal to work with. Her knowledge in real estate was extensive and she really helped us understand the process. She was personable and always willing to help and answer questions. As first time home buyers, she made the big decision easy. I would 10/10 recommend Emma! - Dana



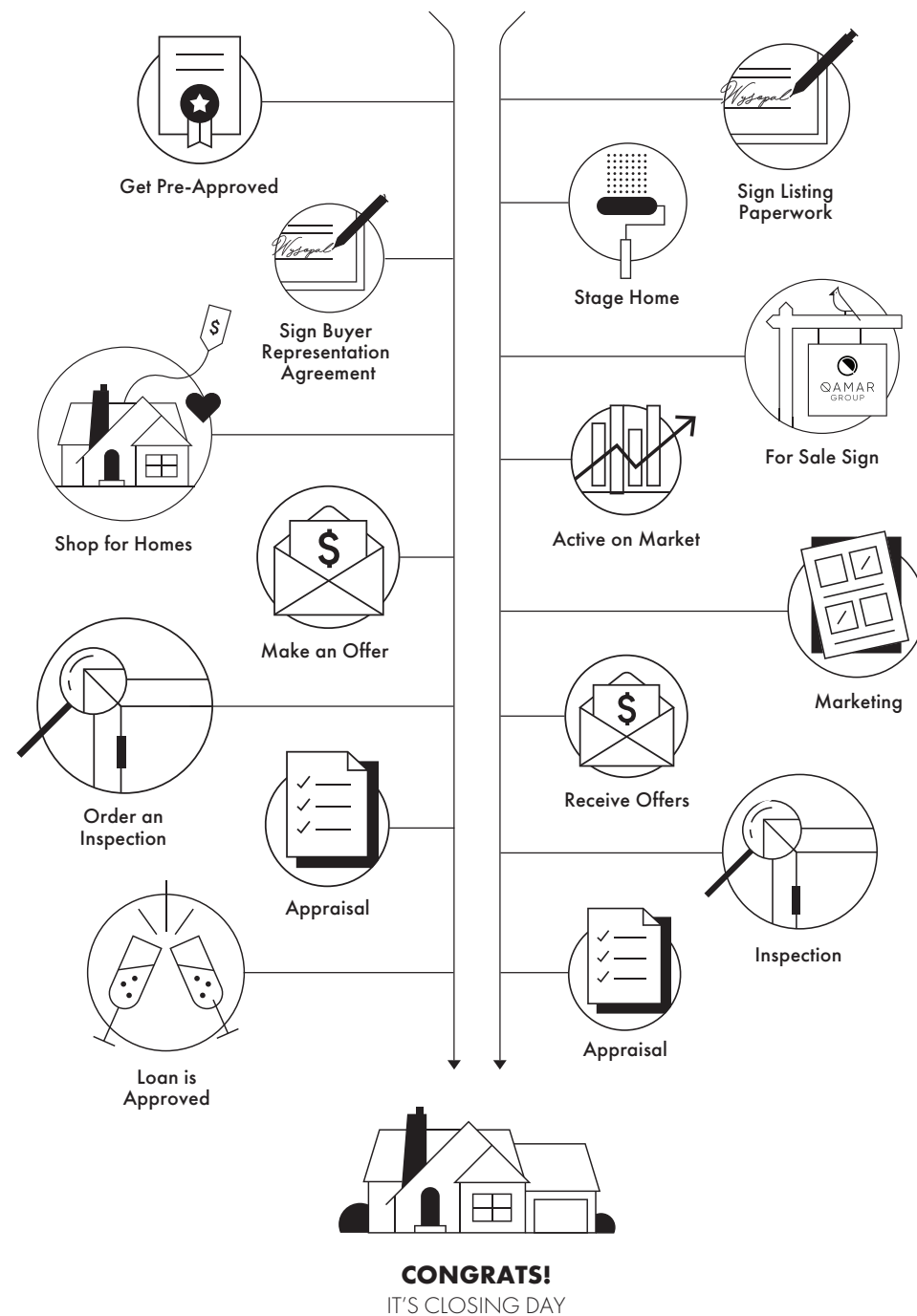


BUYING A HOME?

START HERE.

Call Qamar Group
to consult with your
designated agent.

SELLING A HOME?



YOUR GUIDE TO BUYING A HOME

1 CHOOSE AN AGENT
Connect with a Qamar Group real estate agent who will share relevant market information, walk you through the entire process, develop a solid strategy/timeline and leave you feeling confident to take the next step towards purchasing.

2 CHOOSE A LENDER & GET PRE-APPROVED
Before beginning your search, your first step is to get preapproved for a mortgage loan (unless you will be paying in cash for the full price of your home). Your Qamar Group agent will connect you with a trusted loan officer. Based on your income and credit history, the loan officer will help determine the price range for your search.

3 SIGN BUYER REPRESENTATION AGREEMENT
A Buyer Representation Agreement is a legal contract between a buyer and a licensed real estate agent that outlines the terms of their working relationship. As of August 2023, Illinois law requires this written agreement due to changes in the Real Estate License Act (RELA). It defines the services the agent will provide, how they're compensated, and establishes the agency relationship.

4 EXPLORE
Attend showings and open houses. Now is the time to consider your ideal home's location and amenities, and start to see those homes. What features do you need and want in an ideal property? Work with your Qamar Group agent to narrow down your specifications prior to touring.

5 WRITE AN OFFER
When you find "the one", ask your agent to help you submit an offer to purchase. If your offer is lower than the list price, the seller will likely return with a "counter offer" price, which you can choose to accept, reject, or counter. Your agent will provide advice on pricing throughout. The goal is to reach an agreement with the seller on price and terms.

6 SIGN THE CONTRACT AND DISCLOSURES
Congratulations, you're now "under contract"! Once your offer is accepted, the sellers will sign off, and we now have a fully executed contract. Your agent will loop in your attorney and lender so that everyone is on the same page. Consistent and timely communication between all parties involved is key to ensure the seamless and successful purchase of your home.

7 ATTORNEY REVIEW
You'll have five business days to review the negotiated contract and other applicable documents with your attorney, and conduct a home inspection. It is best to work with an attorney who specializes in Illinois real estate law. Your attorney's job is to protect your interests and approve the contract. Your agent will be happy to connect you with an experienced real estate attorney.

8 HOME INSPECTION
Yourself and your agent will meet with an inspector to go through the home with a fine-tooth comb. You will then use the inspection report to make additional contract requests if applicable. You can ask the seller to repair items or ask for credit. This report will provide peace of mind so you are fully aware of all aspects of the home before purchasing.

9 APPRAISAL
A qualified, third party appraiser creates a report based on a visual inspection, using recent sales of similar properties, current market trends, and aspects of the home (e.g., amenities, floor plan, square footage) to determine the property's appraisal value. The appraisal value must be greater than or equal to the contract price to move forward. If the property under appraises, speak with your agent and attorney to determine next steps and negotiate the contract price.

10 FINANCING
As soon as you're under contract, start the loan application process with your loan officer. Be sure to provide your loan officer with the financial documents they require in a timely manner. This ensures your purchase stays on track for your desired closing date. Once all conditions have been cleared by your loan officer and underwriting, you'll receive a "clear to close!"

11 FINAL WALK-THROUGH & CLOSING
It is best to conduct a final walk-through 24-48 hours before closing. The purpose is to ensure that your soon to be home is in good condition prior to closing. Additionally, if the sellers have agreed to repair items, this is the time to ensure that repairs have been made and are up to standard. The final step before you receive the keys to your new home is to attend closing at the title company or speak with your attorney about signing documents ahead of time to close.

YOUR GUIDE TO **SELLING** A HOME

- 1 **AGENT CONSULTATION**
Speak with your real estate agent who will help evaluate comparable homes, analyze market trends, determine a competitive price for your home, and discuss the marketing strategy.
- 2 **SIGN PAPERWORK**
Sign three documents: Private Listing Network Agreement, Listing Agreement and Property Disclosures. Fill out the optional "feature sheet" including ages of mechanicals, appliances and update features.
- 3 **PREPARE**
Launch property on the private network, schedule professional photo shoot, install yard sign, and complete feature sheet. Establish a showing schedule and set expectations for the process with your agent.
- 4 **LAUNCH**
When photos return, launch the property on the MLS to be syndicated to 800+ sites.
- 5 **MARKET**
Your agent will create brochures and direct mail postcards, advertise digitally, host open houses and share the property with their network.
- 6 **UPDATE**
Your agent will provide weekly seller updates that include private showing feedback, open house feedback, online traction and market updates.
- 7 **NEGOTIATE**
Your agent will negotiate the best deal, without leaving a dollar on the table!



- 8 **OFFER ACCEPTED**
Sign the mutually agreed upon contract - your home is now "under contract". The buyer delivers the earnest money and conducts an inspection. Attorneys review the contract and make amendments as needed. The buyer works on clearing contingencies (i.e. loan, home sale).
- 9 **APPRAISAL & SURVEY**
Once the bank has received and reviewed the buyers documents, they will contact a 3rd party to hire an appraiser. The appraiser will evaluate the property based on recently sold comparables and like features. Co-ops will be compared to other co-ops, not condos; houses to houses; two-families to two-families. They will be looking for the most similarities between them. Simultaneously, if you are in a co-op, the buyer's broker will be aiding them in compiling all of their supporting documentation for the board. The appraisal must come back at or above the value of the contract price to move forward. If the property appraises lower than the contract price, your agent and attorney will assist in negotiations.
- 10 **FINAL WALK-THROUGH & CLOSING**
Ahead of closing, the buyer will schedule an appointment to tour the property with their agent to ensure it is in the same condition as when they signed the contract. This typically occurs 1-2 days before closing or the day of closing. Any items that you agreed to fix during attorney review must be completed before this appointment and all seller items must be removed from the home unless there is a post-close agreement in place. Your attorney will schedule the closing and advise if you need to sign beforehand or at the closing table.

QAMAR GROUP CARES

Qamar Group is the preferred residential real estate partner of Best Buddies, IL and SAYv Animal Organization. 15% of all referred commissions are donated back to the organizations.



Qamar Group Agents partner up with Buddies and help with resumes and professional development.



SAYv Animal Organization (pronounced "save") is a startup animal welfare organization focused on supporting, creating and executing life-SAYving solutions for homeless animals. SAYv is 100% foster-based and volunteer-run. We are currently based in Plainfield, IL, but have operations in Chicagoland and the surrounding suburbs. [Learn more at sayvanimals.org](http://sayvanimals.org)



Best Buddies is dedicated to ending the social, physical and economic isolation of the 200 million people with intellectual and developmental disabilities (IDD). Their programs empower people with IDD by helping them form meaningful friendships with their peers, secure successful jobs, live independently, improve public speaking and communication skills, and feel valued by society. [Learn more at bestbuddies.org](http://bestbuddies.org)

REAL ESTATE WITH **CONFIDENCE**



ILLINOIS • MICHIGAN • WISCONSIN

2401 Main Street
Evanston Illinois
60202

(773) 786-9007
qamargroup.com



Scan to view all recent sales.



Qamar Group is a team of real estate agents affiliated with Real. Real is a licensed real estate broker with a principal office in Chicago, IL and abides by all applicable Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only, is compiled from sources deemed reliable but is subject to errors, omissions, and changes without notice. All measurements and square footages are approximate. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of real estate brokerage.



QAMAR
GROUP

ILLINOIS • MICHIGAN • WISCONSIN

