

TOP AGENT MAGAZINE

JAMES D'ASTICE

Known for his professionalism and approachable demeanor, James D'Astice has been helping buyers and sellers reach their real estate dreams for the past 12 years. As the founder and team leader of Moda Group at Compass, James is committed to offering outstanding service and seamless transactions to all clients. Together with his team of nine he serves clients throughout the Greater Chicago area.



Coming from a background in the hospitality industry, James understands the importance of placing client needs at the forefront of every transaction. “We have a relationship-based model on our team. We genuinely care about people and we enjoy nurturing those relationships and continuing to stay in touch with them,” he explains. To show their clients appreciation, Moda often sends out meaningful gifts to past clients. “It doesn’t have to be anything big. Our intention is to be thoughtful. Since it’s gardening season right now we’re sending out tomato seeds along with a recipe for a fresh tomato salsa from one of our chef clients. We love showcasing and promoting the business owners we work with and helping to connect them with our community.”

Another strategy for success that James abides by is heavy online marketing, which includes photography with interactive 3D tours as well as cinematic videos with drone footage of the neighborhood. “Given what’s happened in the last year people are a little hesitant to go into someone else’s home unless it really checks the boxes for them. They want to get a good sense of it online before they commit to seeing it. That’s why we’ve made a commitment to provide them with as much content as possible, so if they do decide to come and see the property it’s more like a second showing.”

The Moda Group has completed 55 transactions and just over \$25,000,000 in sales volume last year. This

year, they’re on pace to more than double their sales from last year. But it’s not the numbers that continue to propel James to work hard and continue to give clients his best, it’s the lives he gets to touch. “What’s most important to me is that I’m making an impact on people’s lives. It’s very gratifying to be able to do that and make a comfortable living.”

In addition to being a “team dad” in his words, he is a devoted father of his little girl Stella. “She has stolen my heart. When she was born, I felt like I met my best friend,” he says of his daughter. He also loves traveling the world with his wife Agnes and plans on sharing this love with Stella starting with her first trip to Agnes’s native country of Poland later this summer.

Going forward, James plans to continue to evolve the team and his leadership role. “I want to keep growing the team and provide them with the best opportunities. My goal is to focus on their growth and ensure they can thrive and have successful careers.”



To learn more about James D'Astice
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