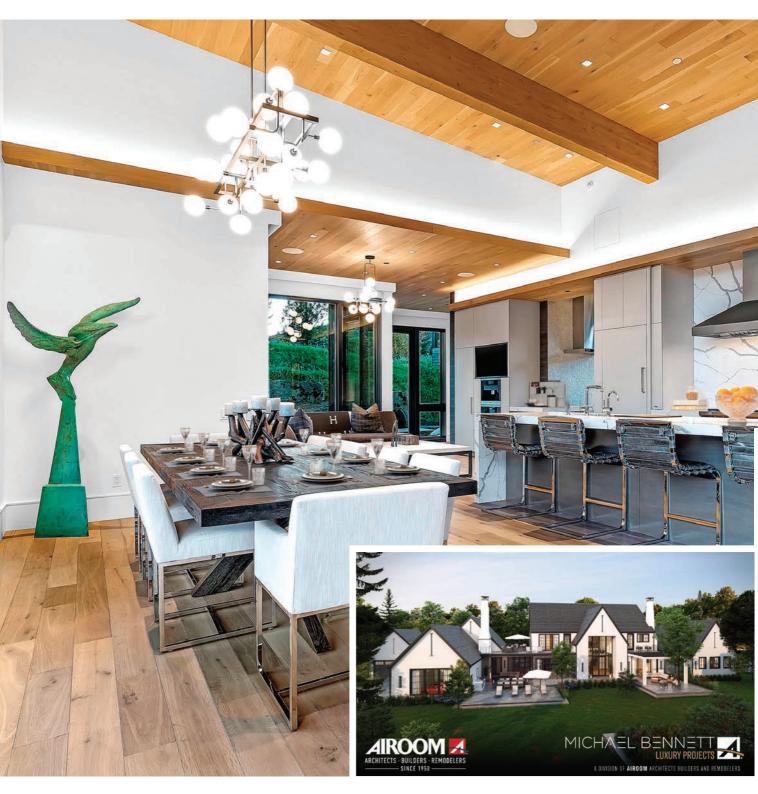
# Sweet Home *Hinsdale*

stunning architecture, world-class interiors, and gorgeous gardens. Whether spending time with family, entertaining, or—as so many are doing now—working from home, we value our surroundings. Now more than ever, people are thinking about how to make the best use of their living space, both indoors and out, or even moving to a home that better suits their evolving work-life needs. Behind every swoon-worthy home is a crew of home and design professionals who transform our living spaces into reflections of our daily lifestyles and the real estate professionals seeking out the best homes for their clients. On the following pages, *Hinsdale Living* is proud to feature some of the area's most sought-after interior designers, luxury homebuilders, landscape designers, and real estate professionals who can assist in making lifestyle changes efficient and worry free.

PRODUCED & EDITED BY KEMMIE RYAN
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This feature was greeted enthusiastically and will be a recurring annual series. If you like what you see in these pages and would like to recommend an outstanding home design or real estate expert for our 2024 feature, please contact us at features@hinsdalelivingmag.com.



# **AIROOM ARCHITECTS, BUILDERS & REMODELERS**

Third-generation builders Maxx and Jack Klein say that design/build is in their blood. The brothers are focused on ushering Airoom Architects, Builders and Remodelers into a new era by innovating and integrating cutting-edge technology into every aspect of the business. For more than 65 years, Airoom has been a premier remodeling and custom home building company with a reputation for designing and completing high-end projects with superior service and craftsmanship—in the Greater Chicago area and across the country in regions including Aspen, Colorado; Miami; California; and Lake Geneva, Wisconsin.

### — LUXE LIVING —





#### What sets you apart from the competition?

When we propose a project, our clients know they are getting an Airoom project with unmatched quality and expertise, and exceptional service. Our team, our construction process, our knowledge base, our design skills, and our innovative approach are superior to others. Not to mention that all our work is backed by a 10-year service warranty.

#### Past trends you would like to see return?

Trends come and go, and each of our projects is unique and tailormade for our clients. To accomplish that, we spend hours with each client personalizing every last detail. We see our style as enduring without focusing on what is in vogue.

#### Trends on the horizon?

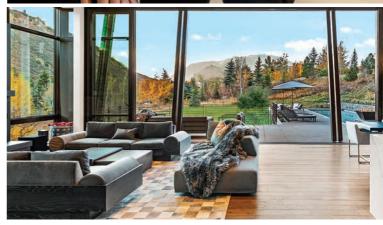
We guide our clients to work on making their homes timeless by not cornering themselves into a traditional, transitional, or contemporary style. People desire more comfortable and functional living spaces—inside and out—with features such as 10-foot folding glass doors, custom furniture, and hidden built-in cabinetry (for refrigerators, coffee and tea stations, and additional storage) so spaces seamlessly blend with their surroundings.

#### Favorite Mantra?

'Measure twice, cut once.' We take deliberate care to look where others do not; execution always lies in the details.

#### Most looking forward to in 2023?

One of the things we are most excited about is the opening of our new design-build studio location in historic downtown Hinsdale. We have a lot of clients in the area and want to make the Airoom



experience more accessible for everyone. This studio will be state-of-the-art while embodying the hometown charm Hinsdale visitors love. It will even feature beautiful giant candy dispensers for neighborhood kids to enjoy. In addition, the Klein brothers are launching a game-changing new podcast called, Remodeling B.S., to help people make smarter remodeling decisions.

Airoom is located at 36 S. Washington Street in Hinsdale and Airoom headquarters are at 6825 N. Lincoln Avenue in Lincolnwood. For more information, call 630-415-0154 or visit airoomhinsdale.com.



Mark Speers and the team at King's Landscape Design have one goal in mind while working with their clients—bringing a homeowner's outdoor living dreams to life. For the past decade, Speers has spent his time working closely with clients to design around their unique needs. His degree in Landscape Architecture from University of Illinois Urbana-Champaign, coupled with stellar installation crews, make King's Landscape Design the premier team for outdoor living design.

#### How would you describe your design style?

I lean towards a contemporary design style with a focus on balance, simplicity, and clean lines. However, every project requires its own unique design identity that correlates to the homeowner and the home itself.

#### What sets you apart from your competition?

Every successful project begins and ends with proper communication. Our customer relationships are built on our receptiveness, accessibility, and responsiveness throughout every project to ensure that the final product exceeds the client's expectations.

#### Who inspires you right now?

I find daily inspiration from our installation crews. They bring every great design to life and are always up to the challenge for us to push the boundaries on the next project.

#### Design trends you are most excited about in 2023?

We have seen an increased interest in 3-season rooms and shade structures. Whether attached or detached, these structures help maximize the opportunity for outdoor entertainment.



#### Best thing about 2022?

After years of planning and preparation, we were able to complete the construction of our new office building.

#### Most looking forward to in 2023?

We are looking forward to continued growth within the company. I feel that our growth has a direct correlation with the dedication that our team puts in every day to provide the best product and experience for our clients.

King's Landscape Design is located at 16W280 Jeans Road in Lemont. For more information, call 630–323–3757 or visit kingslandscapedesign.com.

## **LINA SHAH**

Lina Shah, a top producing agent in the Chicago area, brings an extensive local expertise with a global network to the Western Suburbs, Lina, a recipient of numerous awards, is consistently recognized in the top 1 percent for Realogy Brokerage Group nationally and has been named in Coldwell Banker's International Society of Excellence—an honor reserved for the top 1 percent of agents worldwide. Her in-depth knowledge and understanding of the market, deep local and global connections, and strong work ethic and dedication to her clients set her apart.

#### How do you differentiate yourself from the competition?

I put a lot of effort into understanding the needs of my clients and tailoring their real estate experience to those needs. I have a deep understanding and situational experience working with many different backgrounds and lifestyles. My wealth of local knowledge combined with my vast professional background and skills gives me the ability to provide the best possible service for my clients.

#### Who inspires you right now?

I have always been inspired by my late father who, despite tough times and struggles, had a relentless work ethic and was able to achieve so much in his life. I am also inspired by my mother's selflessness.

#### Best thing about 2022?

Personally, my son got married, and our family grew. My mother was able to travel from London to the United States for his wedding despite her lung fibrosis. This was so special for our family. Professionally, despite being a challenging market environment, it was a great year with many happy clients and successful transactions.

Homes by Lina Shah | Coldwell Banker Realty is located at 1 Parkview Plaza, Suite 100, in Oakbrook Terrace. For more information, call 312-593-4818, email linashah5@gmail.com, or visit homesbylinashah.com.



# SHELLY PERKOWSKI

Award-winning @properties Christie's International Real Estate broker Shelly Perkowski brings more than 18 years of experience to the Western Suburbs. Offering the highest level of concierge services for each of her clients, Shelly is a fierce negotiator, expert market analyst, and tireless advocate for her clients. She grew up in the communities she serves and has spent years raising her own family in Hinsdale. Her knowledge of the local schools and community organizations combined with her vast network give her clients an advantage whether she's helping them buy or sell.

#### What do you like most about real estate?

I love how every day is different. Every deal spurs some sort of new and challenging obstacle, and I love being able to think outside the box or dig into the memories of my past deals to find the best solution to fit my client's needs.

#### Areas of the home one should invest in?

Bathroom and kitchen remodels are great investments. Many times, they can give you a return of more than what you paid for them. When it comes to construction, these are the most expensive parts of a house, and they are where people tend to spend a lot of time.

#### Advice for a new agent?

Never stop furthering your education in the field. After 18 years in the business, I still learn something new with almost every deal.

Shelly Perkowski is with @properties Christie's International Real Estate's Hinsdale office. For more information, call 630-251-7790, email shelly@atproperties.com, or visit shellyperkowski.com.



## **BRIANA MURRAY**

For nearly a decade, Briana Murray with @properties Christie's International Real Estate has not only made the Western Suburbs her home but has also become an expert on all things local. Briana transitioned from corporate advertising in 2014, building a successful real estate career in Hinsdale and the surrounding communities. A Certified Staging Consultant, Briana combines her superior customer service and keen pulse on the local market with solid negotiating skills—offering the full package to her buyers and sellers.

#### What do you like most about real estate?

My clients; hands down. Seeing their happiness and their lives built in the homes we buy and sell together is very special.

# How do you differentiate yourself from the competition?

I'm not looking just to list a home—I'm looking to sell it. So, if a seller if unrealistic I am honest with them. That's what my job is—to educate people on the market and get the home sold. My Days on Market in 2022 was eight days and 100.1 percent List to Sales Price ratio—I think that proves my honesty with my clients.

#### Who inspires you right now?

My children. They inspire me every day.

#### Best thing about 2022?

Professionally, it was my best year yet—a 53 percent increase in sales year over year. The Hinsdale market was down by 13 percent, which means I outperformed the market by 66 percent.

#### Most looking forward to in 2023?

More inventory, lower mortgage rates, and making memories with friends and family!

Briana Murray is with @properties Christie's International Real Estate in Hinsdale. For more information, call 630-294-7453 or visit atproperties.com/agents/7518/briana-murray.





ing about their needs. It is such an honor to help my clients.

Liz Oliverio is with Coldwell Banker Realty. For more information, call 630-697-3151 or email liz.oliverio@cbrealty.com.

Wardrobe provided by Sweet William.

Veronica Beard, slingback by Rodo.

Top by Ramy Brook, trouser by



## **DAWN MCKENNA**

Dawn McKenna is one of America's most successful real estate agents and the founder of one of America's most successful real estate teams, the Dawn McKenna Group (DMG). With a background in finance and design, a passion for real estate, and the experience gained from being a mother of four, Dawn has the total package. Not only is Dawn the No. 1 agent in Hinsdale among all brokerages, DMG had a 2022 sales volume exceeding \$630 million, and is the No. 1 team of its size in Illinois and the Midwest, and the No. 8 team in America among all brokerages. DMG now has expanded its reach from Hinsdale, downtown Chicago, and the North Shore to Naples, Florida; New Buffalo, Michigan; and Lake Geneva, Wisconsin.

#### What do you like most about real estate?

Making money is great, but nothing beats the satisfaction of matching clients with their perfect home. It's matchmaking, finance, and psychology all rolled into one and I love it.

#### How do you differentiate yourself from the competition?

Nobody beats me when it comes to market knowledge, effort, and energy. Then when I throw in a little style and Southside grit, it's a combination that definitely stands out.

#### Most looking forward to in 2023?

We aim to be in the markets where our clients live, vacation, and retire. That drove our very successful expansions into downtown Chicago, Chicago's North Shore, and Naples, Florida. In 2023 we are continuing that strategy with expansions into Lake Geneva, Wisconsin, and Harbor Country in Northwest Indiana/Southwest Michigan. If our rapid success in Naples is any indication, DMG is about to make a couple of big splashes.

The Dawn McKenna Group has offices in Hinsdale; Chicago; Winnetka; Lake Forest; Naples, Florida; New Buffalo, Michigan; and Lake Geneva, Wisconsin. For more information, call 630–546–3763 or visit dawnmckennagroup.com.







## **MEGAN MCCLEARY**

As the No. 1 Hinsdale real estate broker for Berkshire Hathaway HomeServices, Megan McCleary has a reputation of professionalism, high quality service, and exceeding expectations. She is consistently a top performer in the Western Suburbs, a community she's called home for two decades, and has placed in the top 1 percent of brokers in the nation for more than a decade. Her client-centered approach and luxury real estate expertise have resulted in her award-winning career.

#### What do you like most about real estate?

Personally, there are many aspects that I enjoy in the process, but my absolute favorite is securing a great outcome for my buyers and sellers. I am fortunate to work with outstanding people and enjoy developing long-term relationships with them.

# How do you differentiate yourself from the competition?

I have lived in Hinsdale with my family for 20 years. Prior to that I lived in Chicago for 10 years. I know this community extremely well and have a wide range of connections to help both buyers and sellers. I provide comprehensive and professional guidance for my sellers to prepare their home for the market including interior design, styling, and staging. My clients know they are my absolute priority and I work extremely hard to ensure the best possible outcome. Whether it's winning a bidding war for their dream home or securing the best price for their home sale.

#### Who inspires you right now?

My late husband Tom McCleary inspires me every day. He has been my greatest champion for my business since day one.

#### Best thing about 2022?

I am proud that my sales volume in 2022 was a record-breaking year for me. I was also the No. 2 individual agent in Illinois for all of Berkshire Hathaway HomeServices.

Megan McCleary is with Berkshire Hathaway Home-Services Chicago's Hinsdale office. For more information, call 312-848-9370 or visit mcclearygroup.com.





Leslie and Jim Bowman are the founders of the award-winning, interior design studio and retail showroom, The Design Bar, located in the Burr Ridge Village Center. The husband-and-wife team takes a streamlined approach to helping their clients create not only a beautiful space to live in, but a lifestyle. Their showroom features more than 100 vendors at different price points. allowing them to bring the story of each home they design to life. The Design Bar has received numerous accolades from both the national and international home furnishings industry and has been recognized as one of the top three design studios in the nation.

#### How do you begin the design process?

We have a very high touch approach to the design process, and it begins with the client. Before every project starts, we sit down and determine what their style is but most importantly how they LIVE in the space. We want the designs to be foremost functional and then stylish.

#### Trends you think people should avoid?

Cookie cutter homes. Whenever we work on a project, we always want it to be timeless, so while we incorporate current trends, we also mix in some classic elements which allow the design to stand the test of time.

#### Most looking forward to in 2023?

If I had to pick one word to epitomize 2023, it would be RECLAIM. Reclaiming the life we once had prior to the pandemic.

The Design Bar is located at 880 Village Center Drive in Burr Ridge. For more information, call 630-734-0000, or visit thedesignbars.com.





# **KATHERINE KARVELAS**

Passion for her work and helping people defines Katherine Karvelas' philosophy as a broker with @properties Christie's International Real Estate. Holding two Masters degrees, she is a leader and master networker who uses her skills in analytics, marketing, design, and negotiation. Karvelas' stellar reputation coupled with her record setting achievements and accolades is what sets her apart. Known as a trusted and fiercely loyal partner to her clients and network, and for her unparalleled determination and commitment to success, it's no surprise that Karvelas is ranked as a top 1 percent broker for her work throughout the Chicago area.

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#### What do you like most about real estate?

Most certainly, it is the people with whom I get to work with and the art of the deal. I am incredibly grateful to work with people from all walks of life, many of whom become dear friends or business associates. Also, the negotiation process and structuring deals, and the autonomy I have when thinking creatively to get the deal done.

#### How do you differentiate yourself from the competition?

If you know me, you understand the difference I represent. I have a solutions-based approach and love to network and connect my clients and trusted circle with opportunities both within and outside of real estate. I honed my craft by learning from the best in the industry, while staying true to myself and reflecting on my past and present professional and personal experiences.

#### Market trends you anticipate in 2023?

While it's important to consider your micro-market for a more accurate and detailed market analysis, I anticipate that inventory will generally remain low, due in part to many homeowners who have secured a significantly low mortgage interest rate. However, I predict that property valuations will remain steady because of the low inventory.

#### Most looking forward to in 2023?

New opportunities and collaborations, setting new records, and more travel!

Katherine Karvelas is with @properties Christie's International Real Estate located at 30 S. Lincoln Street in Hinsdale. For more information, call 630-935-8150, or visit katherinekarvelas.com.







For Kris Berger, real estate isn't just a job; it's a way of life. As a seasoned broker with with nearly three decades in the business and over \$500 million in sales, Kris has become a source of knowledge for her team in the Western Suburbs and the city. Known for her ability to see the full picture of a home and guide her clients effortlessly through transactions, Kris consistently places in the top 10 agents in DuPage County and is with Compass, the No. 1 real estate company in the nation according to Fortune 500.

#### What do you like most about real estate?

I love being a part of such a huge decision in people's lives. I have always been a people person and like to find out what someone is looking for and what their end goal is. I have an instinct competitive side to me which helps my clients achieve what they are looking to do!

#### Who inspires you right now?

I am in an elite group within Compass called PCN (Private Client Network). We are 72 Realtors all over the country and we refer our relocation clients to each other with white glove service. It is an amazing group of dynamos that I'm honored to be a part of and we all collaborate without ego.

#### Market trends you anticipate in 2023?

I'm still seeing a lot of white, but color is slowly coming back in fabrics, wallpaper, accent cabinetry, and artwork. Separate office spaces, outdoor living, and pools are in demand as well.

#### Advice for a new agent?

Be yourself, be honest and ethical, and always put your clients' needs ahead of yours in a transaction.

#### Most looking forward to in 2023?

I am very prepared, ready to go. I feel more organized with all of my Compass tools and technology that streamline my transactions, which allows me to just go out and sell real estate.

Kris Berger is with Kris Berger Group at Compass in Hinsdale. For more information, call 630-975-0088 or visit krisbergergroup.com.



#### **ARCHITECTURE**

 Airoom Architects, Builders & Remodelers, 847-325-5447, airoom.com

#### **FLOORING**

• The Design Bar, 630-734-0000, thedesignbars.com

#### **HOME BUILDING**

 Airoom Architects, Builders & Remodelers, 847-325-5447, airoom.com

#### **INTERIOR DESIGN**

- Airoom Architects, Builders & Remodelers, 847-325-5447, airoom.com
- Michelle Linn Design Co., 630-655-0551, michellelinndesign.com
- The Design Bar, 630-734-0000, thedesignbars.com

#### **KITCHEN & BATH DESIGN**

- Airoom Architects, Builders & Remodelers, 847-325-5447, airoom.com
- Michelle Linn Design Co., 630-655-0551, michellelinndesign.com
- The Design Bar, 630-734-0000, thedesignbars.com

#### LANDSCAPE ARCHITECTURE & DESIGN

 King's Landscape Design, 630–323–3757, kingslandscapedesign.com

#### **REAL ESTATE**

- Briana Brandt Murray, 630–294–7453, atproperties.com/agents/7518/briana-murray
- Chris Pequet, 630-327-5175, chrispequet.com
- Dawn McKenna, 630-546-3763, dawnmckennagroup.com
- Jack Brennan, 630-532-0011, jackbrennansca.com
- Katherine Karvelas, 630-935-8150, katherinekarvelas.com
- Kris Berger, 630-975-0088, krisbergergroup.com
- Larysa Domino, 630-561-8331, atproperties.com/agents/7514/larysa-domino
- Lina Shah, 312-593-4818, homesbylinashah.com
- Liz Oliverio, 630-697-3151, liz.oliverio@cbrealty.com
- Megan McCleary, 312-848-9370, mcclearygroup.com
- Mike McCurry, 630-447-9393, themccurrygroup.com
- Shelly Perkowski, 630-251-7790, shellyperkowski.com

#### **REMODELING**

• Airoom Architects, Builders & Remodelers, 847-325-5447, airoom.com