

A Glencoe Boutique Real Estate Firm



Barbara and her husband, Bob, with their grandchildren.



The team members of Jennings on the Park: Ricky Neems, Karen Rogast, Deena Chazden, Jennifer Eppley, Barbara Davis, Jordan Weiss, Stan Engelsen, and Ivan Mariduena

business spotlight

By **Rebecca Osberg** | Photography by **Lee Ross Photography & Design**

Barbara Davis, a 30-year resident of Glencoe is the Owner and Managing Broker of “Jennings on the Park” – a boutique real estate firm which is focused on all types of Real Estate Transactions within the City of Chicago out to the surrounding suburbs.

“I’m the third generation in my family to make real estate business my passion. My grandfather started a real estate business in 1915 and brought my father, Warren, into the business. My dad built the Company and I learned from the ground up,” says Barbara. “Even though I was educated as a special education teacher, my path opened to eventually become CEO of our core company, Jennings Realty, Inc.”

Barbara took her 30 years of learning and experience and created her own branch of real estate sales in her home community of Glencoe and named it “Jennings on the Park” since it is located on Glencoe’s main business street of Park Avenue.

“Our business model is that we are a boutique brokerage firm which allows us to be flexible in every capacity of real estate transactions,” explains Barbara.

Located at 378 Park Avenue, Barbara and her team of brokers and professional experts work together to provide full support that allows each broker to successfully achieve the best results for each of their Real Estate Deals. By combining new technology with the wisdom of experience; Barbara is equipped to face any challenge in the fluctuating market of the “real estate business”.

“I recall from my education at Kellogg Institute of Management at Northwestern University that the best resource my business can have are the people that I hire,” says Barbara. “I learned from my father that success for an entrepreneur takes the right education, the ability to bring in and sustain experts in the field, confidence to take risks based on instincts, ability to recover from failures, and having the ‘good luck’ to thrive.”

Four years ago, Barbara and her husband, Bob, bought a ‘tear down’ home from one of the Jennings on the Park’s listing and developed it into their luxury residence.

“We used the best team of ‘experts’ in each field of the building process,” explains Barbara. “The process was effortless and we came together harmoniously to create an end result of functional quality and beauty.”

Barbara worked with Scott Simpson Builders for her home and specifically with Amy Mangold, who was dazzled by Barbara’s ability to see a piece of property and envision what it could be.

“Barbara selected an entire team early on in the process of building her home and allowed each party to create and coordinate together from the beginning. Barbara was able to communicate her vision at a high level while still letting the team add its creativity to the project,” says Amy. “She led through organization, respect, and kindness. By the end of the project we felt we were more of a family than a team.”

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Being a Real Estate Broker can be a difficult career choice, but Barbara thrives and loves helping mentor other brokers.

“My favorite part of my job is bringing in an independent Real Estate Broker who has his or her own dreams and goals to develop and grow their business. I enjoy participating in the process to provide each of them the best direction and get them the tools for them to achieve,” says Barbara.

The feeling is completely mutual and several of Barbara’s colleagues wrote in to show how grateful they are for sharing her knowledge and support.

“Working with Barbara I have learned so much. When I first started working I was clueless and I had no idea what I was getting myself into. Barbara was able to help guide me through a lot of hard situations at first and never gave up on me. She pushes me to learn more each day from just asking different questions to see things from a different perspective to showing me what a good deal would be compared to not such great deal. She has taught me so many different aspects of the company that I normally wouldn’t have learned from anyone else. Barbara has a unique energy that attracts so many people to her, she is able to create a friendship wherever she goes.” – Jordan Weiss, Broker Associate at Jennings on the Park

“I have worked with Barb for over 20 years. I watched her take the reins of the family business and bring it into the new century. She attended Northwestern University’s executive training and later pushed me and supported me to do the same. She passed control of the family business to her sons and then built from the ground-up a boutique real estate brokerage, Jennings on the Park. It was the perfect fit for her years of experience within in the real estate industry. Not only is Barb experienced, credentialed, and well connected she is kind, generous, and thoughtful. You couldn’t have a better advocate on your side.” – Stan Engelsen, Jennings Realty, Inc.

“Barbara’s concept of boutique brokerage allows her to be true to her core values. She is a compassionate leader who cares about her staff, family and her community. She has cultivated a culture of employees who are deeply loyal to the company as a result of her kindness and dedication. It is truly special to be able to work in an environment that feels like family.” – Ivan Mariduena, Director of Real Estate Operations at Jennings Realty, Inc.

“Over the past 5 years, working with Barbara at Jennings On The Park, I have learned what it means to work at a boutique company and operate in a role of leadership in this business.

At Jennings, we are extremely team-oriented and collaborative, providing exceptional service to our clients. With a high level of interpersonal communication and rapport in the office, all of



Barbara enjoys being involved in organizations in town, and she counts other leaders in the community as friends. Pictured here: William Hansen, Barbara Davis, Scott Javore, and Barbara Javore

our employees are able to meet and often exceed the expectations of their clients.” – Ricky Neems, Director of Operations at Jennings on the Park.

“I’ve thought about pursuing a career in real estate for some time now. I’ve always enjoyed following the housing market and going to open houses.

Obtaining my brokers license seemed like a natural next step. I met Barbara Davis many years ago when we moved to Glencoe. We became friends and had many discussions about me becoming a broker. My three kids are now more independent which gives me more time to devote to a career. I knew if I were to pursue a career in real estate, Jennings on the Park would be the right fit for me. I wasn’t interested in working for a large brokerage firm. I love that Jennings on the Park is a smaller boutique brokerage house. It feels like family. I am honored to be a part of this wonderful team.” – Jennifer Eppley, Broker Associate at Jennings on the Park

“Barbara serves on the Board of Directors of Family Service of Glencoe. Barbara’s dedication to the mission of the organization is expressed in her support and advocacy, as well as her service on the fundraising committee. Her service is an example of how she lives her life, with a strong and steadfast commitment to the mission, and to helping others.

Barbara also serves as a member of the Glencoe Rotary Club. She is membership chair of the club and offers her musical talents as pianist in helping the club to raise money for worthy causes. Barbara lives the Rotary motto “service above self” in all that she does. Her warm and nurturing manner is a wonderful presence in club meetings, and in dedicating herself to making an impact in the world.” – William Hansen, Executive Director at Family Service of Glencoe

To learn more about Barbara and Jennings on the Park, visit jenningsonthepark.com and follow them on Instagram @jenningsonthepark.

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