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Grace Flatt

In Sync

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CONNECTING. ELEVATING. INSPIRING.



GRACE FLATT

IN SYNC

BY CHRIS MENEZES
PHOTOS BY ELLIOT POWELL

Grace Flatt knows what it means to put in the time to succeed and the rewards of dedication, patience, and resilience. Today, twenty-six years into her real estate career, she isn't slowing down. She's hitting a new stride.

"I feel like this is the start of my Golden Era," she says.

What makes this moment even more meaningful is that she's sharing this knowing of being at a new level and stage of her career with the two women she loves most. Grace's two teen daughters, Elizabeth and Ellen, are enjoying being in this same place in their careers: both are competing at the highest levels of synchronized skating, earning national titles and stepping onto the international stage.

"We are all earning top honors at the same time right now," Grace says. "And we are enjoying the ride, but it was not easy to get here."

That idea—that nothing happens overnight—has shaped everything for Grace. Growing up in Forest Glen on Chicago's northwest side, she was a competitive gymnast on the Wilmette team from ages eight to eighteen. "I committed to many hours in the gym and never gave up," she says. "I became mentally and physically tough."

Because many of her teammates lived there, Grace ended up spending a lot of time in North Shore. She fell in love with



Gillson Beach and dreamed about living in the many beautiful homes she saw.

After graduating with a degree in pre-med biology from the University of Illinois Urbana-Champaign, she "stumbled" into marketing at an international consulting firm. Surrounded by coworkers who were new to Chicago, she naturally became the local expert, helping them find the best places to eat, neighborhoods to live in, and where to spend their time.

When a colleague suggested she'd make a good REALTOR®, the idea stuck. "I thought it would be a fun way

to earn extra money on the weekends," she says. "After a couple years, I was ready to make real estate my main focus. It is a privilege to advise people on such an important part of their life. Home is the center of family life and family is everything."

For Grace, that belief isn't just something she says; it's something she's lived. Her mother, who immigrated from Italy as a child with her family in search of a better life and eventually became a beloved teacher and principal in Evanston, has always been a central figure in Grace's life and one of her biggest supporters. Just two years ago,



“I FEEL LIKE THIS IS THE START OF MY GOLDEN ERA...”

her mother suffered a stroke. Grace spent weeks by her side and continued supporting her through a long recovery. A year after that difficult season, Grace set herself a goal for her twenty-fifth year in real estate and achieved her best year yet with over \$48M in sales as a single agent, which included selling one of the top-ten highest-priced homes sold in Illinois.

Elizabeth and Ellen have long embraced their mother and grandmother’s mindset and work ethic. Both started skating at ages four and three respectively, and became highly committed to the sport. Years of early

morning practices, long drives to competitions, and constant training led to both becoming US National Champions. Elizabeth is also competing internationally for Team USA.

Watching their resilience up close—especially when Ellen fought back from a serious injury, that had kept her off the ice for months, to win a national title—has only reinforced what Grace has always believed. “The best things in life take time and commitment,” she says.



Commitment and resilience came to fruition again this past year when Grace’s mother traveled to Boston to watch Elizabeth compete internationally. “We were not sure this would happen after her stroke left her right side numb, but we made it happen and it was amazing,” Grace says.

Today, Grace lives in Winnetka with her husband, Will, and their daughters—it’s the same North Shore area she once dreamed about as a kid, and a place she now fully enjoys with her family. She has spent years supporting and volunteering at her daughters’ schools, as well as their synchronized skating teams.

“I love spreading the word about synchronized skating and hope to see it become an Olympic sport in 2030,” Grace says. “It will be included in the Junior Olympics in 2028, so this is exciting.”

When she’s not working or advocating for the sport, she enjoys walking her yellow lab, Goldie, along Lake Michigan, shopping, boating, skiing, seeing live music, doing yoga, and spending time with family and friends.

Focusing back on her career, she says, “I feel successful when I’m achieving my clients’ goals; when I am working to my maximum capacity; when I reach a new milestone or goal; when I stick with a plan, even if it takes a while, and follow through; and when I can contribute in a meaningful

way to my family’s future.”

Looking ahead, Grace isn’t about to slow down any time soon. Because for her, this isn’t about a finish line. It’s about staying in rhythm. And right now, everything—from her business to her family—is moving in sync. “I’m loving every minute,” she says. “It’s a wonderful feeling to love what I do and to watch my daughters skating their hearts out on the ice, our home away from home.”

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