

When an Elmhurst Home Is Hard to Sell, Jack Pysz Is Often the Call That Comes Next

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ELMHURST, IL, UNITED STATES, September 2, 2026 /EINPresswire.com/ -- In real estate, some homes sell themselves. Others need the right person to sell them.

Across Elmhurst and Chicago's western suburbs, Jack Pysz has built a reputation for taking on properties that aren't always the easy ones. Homes that have been sitting on the market. Properties with unusual layouts. Older homes that buyers have overlooked. New construction that needs to stand apart. Luxury properties with a smaller pool of potential buyers. Even situations where another approach simply hasn't worked.

Those are often the listings Pysz finds the most interesting.

With more than 550 homes sold throughout his career, Pysz has seen just about every type of real estate situation. More than 100 of those transactions have involved new construction, while another 150-plus have involved rehabs and flips.

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LIVE AND LET LIVE”

unknown

But Elmhurst has remained at the center of much of his real estate career.

As a longtime Elmhurst real estate professional and Owner and Managing Broker of RE/MAX Future, Pysz has worked

with homeowners, builders, developers and investors throughout Elmhurst and the surrounding communities. His experience goes beyond putting a sign in the yard and waiting for an offer.

And that becomes especially important when a property isn't selling.



Jack Pysz @ Remax in Elmhurst

Sometimes the problem is price. Sometimes it's presentation. Sometimes it's marketing. And sometimes there is something about the property itself that buyers don't understand.

That is where experience starts to matter.

Pysz has worked directly with developers, architects, civil engineers and designers on properties involving everything from new construction and major renovations to lot splits, land combinations, permitting and challenging building conditions.

That background gives him a different perspective when looking at a difficult Elmhurst property.

Instead of asking only, "How do we market this house?" the bigger question becomes:

Why hasn't it sold yet?

Finding that answer can completely change the strategy.

In a competitive Elmhurst real estate market, simply putting a home on the MLS is rarely enough, particularly when the property has already been exposed to buyers without producing the desired result.

Pysz believes difficult listings require a reset.

That can mean repositioning the home, changing how its strongest features are presented, identifying the right buyer demographic, improving photography and marketing, adjusting pricing strategy or finding a way to turn what buyers previously viewed as a negative into something they can understand and appreciate.

After more than 550 home sales, there aren't many real estate situations that feel completely unfamiliar.

And perhaps that is why some of the most interesting calls Pysz receives begin with nearly the same sentence:

"We've tried to sell it. What do we do now?"

For Pysz, that's usually where the real work begins.

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