

TOP AGENT MAGAZINE

CHAI CHUNG

Chai Chung believes everyone deserves the chance to own their own home and she's doing her part to make it happen. Chai became friends with the first Realtor® she worked with and it was he who suggested that she would make a good agent. With small children at home, she waited until the time was right to pursue this new career. Today, Chai serves the Greater Vancouver Area in British Columbia as a solo agent with EXP Realty and will celebrate her 10th anniversary in the real estate business this November.



Nearly all of Chai's business comes through repeat clients and referrals. Most of the residential work she does is through referrals within her network of friends and family. She also does a large percentage of work with developers. With a passion for helping people achieve home ownership, Chai likes working with developers as larger density projects mean homes for more people. She describes the satisfaction of educating first time homebuyers and helping them to make their dream come true as a priceless experience and one of the things she loves most about working in real estate.

Chai prides herself on doing her due diligence, focusing less on volume and more on getting each deal right. Part of that approach rests in a solid understanding of her clients and their goals whether they are buying or selling a home, putting together a development project or building an investment portfolio. In any client relationship, Chai builds trust through conscientiousness and care. She is always accessible to clients and happy to answer questions and serve as a resource and advisor beyond the transaction.

When she's not working, Chai is actively involved in the local community. As a single mother, finding time to volunteer can be difficult but Chai has found a

variety of ways to give back from annual blood donations to volunteering in soup kitchens or community events. Chai and her daughter have also donated their hair to nonprofit organizations like Wigs for Kids on multiple occasions. She also donates money to causes that resonate with her values. Recent recipients include the Cancer Society, Make a Wish Foundation, Children's Hospital, Red Cross and clean water action group, One Drop.

Chai's commitment to helping others led her to run for city council which she saw as a potential opportunity to help a broader segment of the community. While she wasn't elected, she was able to connect with many people and hear their concerns; she continues working to help them find solutions. Acting on her passion for helping others to find and own their own home, Chai has proposed in conversation with the mayor initiatives for more attainable housing. Her future plans are to continue her mission of getting as many people into homes as possible.



To learn more about Chai please call 778.839.8896, email chaichungprec@gmail.com, or visit chaichung.com