

TOP AGENT MAGAZINE

GARY WONG



Gary Wong wrote *The Book on Vancouver Real Estate*. Literally. Published in 2015, the book is such a valuable resource to buyers, sellers, investors, property managers and REALTORS® that Gary is currently writing another book. Even more astounding, however, is the remarkable impact on Vancouver, British Columbia, real estate that Gary has made in only five years. He

currently has over 270 videos on his YouTube channel aimed at providing insight on the key tips and insight to real estate buyers, sellers and investors. Having started in real estate in 2012, Gary is on the fast track to becoming one of the top REALTORS® in Vancouver and is already one of the top REALTORS® at the Macdonald Realty brokerage where he began his real estate career.

Gary's success, however, is not about himself. It's about his mission to help others find financial freedom through real estate. "Before becoming a REALTOR®, I was studying in an online business program and tutoring a child whose father was a builder," says Gary. That man suggested Gary try real estate. "Real estate was a childhood passion of mine, but I'd been expected to become a doctor or a lawyer," he says. Nevertheless, he took the leap into real estate while finishing his business degree and preparing for an MBA. "Everyone said, 'You don't need an MBA to be a REALTOR®.' I knew that, but I planned to tailor everything I learned in the MBA program towards real estate."

Demonstrating how he does everything to the highest degree, after finishing his MBA and real estate licensing, Gary spoke with seven brokerages, explaining his 15-page business plan for how he would approach the real estate business. "Macdonald Realty was the only one that understood what I wanted to do with Gary Wong Realty; here I am, still growing it five years later." That growth is a product of Gary's high-touch service, focus on the investment aspect of real estate, and visibility as a professional resource.

When Gary meets a new client, he aims for them to see how their immediate real estate goals can transform into lifelong financial freedom. "Someone might just want to buy a home with me and I'll help them. But I'm not just thinking about this house; I'm thinking about their retirement." His desire is to consult with everyone about their goals for the next 1, 2, 5, and 10 years. "It would be negligent if all I did was let them buy a house without asking them to consider what might work for them long-term," he says. "If they're investors, and they want to have 10 houses in that time, I can reverse-engineer that goal to fulfill their short-term goals while mapping out their long term plan," he says. His clients appreciate his short and long term real estate consulting approach; they also love the annual fireworks boat cruise that he holds for them.

Whether taking advantage of Gary Wong's Luxury Home Sales System or using Gary Wong's Real Estate Acquisition Formula for purchases, everyone on both sides of a transaction – including REALTORS® – gains invaluable decision-making insight from Gary's research on everything from valuation and earning potential to marketing. "Early on in my career, I realized most agents didn't know much more about investing than the basics, so I incorporated that into my book. I help people build their real estate portfolio while learning how to manage properties and their tenants." The book sells on Amazon, but Gary typically gives it to clients and those wanting to learn about Vancouver real estate. "The book provides transparency," says Gary, noting how important it is for REALTORS® to share their knowledge, for their own sake and for the industry as a whole. Between his book, his YouTube channel (which is Vancouver's most popular real estate channel) and a luxury home marketing case study available to anyone on his website, it's obvious Gary keeps no secrets.

Gary also volunteers as one of the directors of his local real estate board and works to encourage other agents to remain involved in the real estate community. And when he takes breaks, which he insists upon, the best times are those spent with family. For Gary, life centers on balancing his two priorities – family and business.



To learn more about Gary Wong, visit GaryWongRealty.com, email info@garywongrealty.com or call 778.862.9787