



Most of us don't want to admit it, but mom usually does know best. Queens REALTOR® Jonathan Talmi found that out when he joined his mom, Rosa Chung, in the real estate business. "She's been in it for almost 25 years and had been telling me to get my license for a long time," Jonathan explains. "But of course, you never listen to your parents." That was true for him, until he started looking for a better quality of life that would allow him to spend more time with his family. "I wanted to create a life that was by my choice, and I believe that by working hard right now, I can provide a future that is stable and fulfilling," he says. "My mom was right, I really do enjoy this business."

Jonathan earned his real estate license in 2013, and now he and Rosa work side-by-side in their own brokerage for EXIT Realty NEXT in Queens. Their team specializes in serving clients in the Northeast Queens area, including Bayside, Whitestone, and Flushing.

Clients have a number of good reasons to choose to work with Jonathan and his team; chief among them are transparency and their results-oriented focus. "It's our duty as real estate professionals to provide the right information so our customers can make informed decisions," he says.

"One of the challenges of the business right now is that there's so much information available, clients don't always know where to turn to ensure the information they're getting is accurate; we provide that."

The team also offers a level of client care that is becoming increasingly rare in today's impersonal world. "Something my mom taught me very early was to help people, even in the smallest ways," Jonathan says. "We treat each client with the same consideration we would give a family member. I tell new members of my team 'You're not getting into the real estate business, you're in the people business.' Our job is to figure out what we can do to help our consumer, not what our bottom line will be."

In a business as competitive as real estate, it's rare to make a lasting impression in just three years. But Jonathan has. His first year in the business he was named among the Top 10 Salespeople Under 30 for EXIT Realty in the US and Canada. He also received an award for highest sales volume in all of New York, and is regularly recognized for number of transactions and sales volume. As much as he appreciates the accolades, however, they're not the source of his pride. "I'm most proud of running a successful brokerage with my family and that, because of real estate, I got to meet the love of my life and we're expecting our first child this year."

Strong family ties are a thread that runs throughout Jonathan's business, and that shows in how he gives back to the community. "A portion of all the deals closed in our office goes to Habitat for Humanity to fund homes being built around the country, and locally we participate in the Bayside BID, which is an organization focused on creating community events. I'm grateful real estate allows me to use more of my time for things I'm passionate about."

It's clear Jonathan loves being in real estate, and that mom did, in fact, know best. "I enjoy being a guide for people who are making one of their biggest decisions," he says. "What I love is gaining someone's trust, following through, and seeing the satisfaction when they get to move on to the next chapter in their lives. They come in as clients, but they leave as family."

Jonathan Talmi

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