



Born and raised in her native Hong Kong, Diana Wong's first foray into the real estate industry arrived in 2013. She had worked in New York City for three decades prior, and has also owned an investment property in Manhattan for the past 20 years. With her local knowledge of New York's five boroughs well-established, Diana has built a name for herself as a proven professional with a strong business background, a host of first-hand experience, and a reputation for delivering results.

Today, Diana works under the banner of New Vista Horizons, Inc., where she has earned the top producer spot within her company for the past two years. There, she specializes in residential resale and investment properties across the greater New York City area. Likewise, Diana is fluent in English, Mandarin, and Cantonese, which adds noteworthy value for multilingual and international clientele. Over the course of her career, she has not only built a reputation of esteem for her work alongside buyers and sellers, but has also earned several designations in the process, including Certified Buyer's Representative and Certified Negotiating Expert. As a member of the Real Estate Board of New York, she also makes an impact in her regional professional community, where her relationships with fellow industry colleagues facilitate a collaborative transactional process. Beyond her proactive approach to her career and service of clients, Diana's skillset is cemented by her formal education and degree. At New York University's Stern School of Business, she earned a Bachelor's of Science in Accounting, followed by more than 25 years of experience earned in the financial services industry. All told, Diana's qualifications, experience, and talents are well-suited to a career in real estate, and clients benefit from the expertise unique to a seasoned professional.

As for her relationships with clientele, Diana's working style is defined by integrity, forthright communication, and attentive care. With 85% of her business driven by repeat and referral clientele, Diana cultivates valuable and lasting relationships with those she serves. "My customers' interests always come first," she says. "Absolute loyalty and trust are central to my work with clients, and I hold myself to a high standard of ethics and honesty. I've built

an extensive knowledge of real estate, both in general and a local level in our regional markets. When it comes to guiding clients through the process, I have a positive, upbeat attitude. From beginning to end, I'm committed to serving my clients."

When approaching the listing process, Diana draws upon her firm's extensive reach across New York City's five boroughs. To maximize listings headed for their market debut, Diana incorporates sophisticated technological tools to ensure presentations are immersive, cutting-edge, and memorable. As an investor in her own right, Diana offers clients a knowledgeable, first-hand perspective on the transactional process. While buying or selling property is a major commitment in the lives of those she services, Diana acts as wise and attentive counsel so that no detail is unaccounted for. "There are so many advantages to working with an experienced real estate professional who knows her market and has her customers' best interests at heart," she explains. "When working with a boutique agency, every client receives VIP attention, regardless of price point. My clients have confidence that I'll be at their side from the beginning of the home search and on through closing," she continues. "I also know how stressful this process can seem, so I do my best to be a good listener and communicate with my clients steadily. One of the most sincere forms of respect is to actually listen to what others have to say."

To give back to her community, Diana supports causes and organizations close to her heart, including the local ASPCA and animal shelters, as well her church. In her free hours outside the office, she most enjoys time spent with family, friends, and loved ones, travel, reading, and exploring open houses.

Considering the future, Diana's goal is to continue helping her clients improve their financial standing through the power of real estate. Finally, with five sterling years of service to her name, Diana Wong considers what she values most about her career thus far. "I really enjoy helping people, especially the first-time homebuyers or younger generations of homebuyers achieving their homeownership dreams for the first time," she says. "There's nothing more rewarding than meeting new clients and colleagues and building those friendships and connections that last."

Diana Wong

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