



Helping someone find a place they love to live, whether that's an apartment, house or condo, is extremely rewarding. Chicago REALTOR® Victoria Nguyen learned that while working as a leasing consultant during college. "That's when I first learned how my small contribution could make such a difference in people's lives," she says. "It's what made me realize I wanted to make a career in real estate." After three years of consistently being recognized as the company's top leasing agent, she got her real estate license in 2003.

Victoria began her career with RE/MAX, and now works with @properties, Chicago's #1 real estate brokerage, focusing on Uptown and the north side of Chicago. "I used to own a small business in Uptown, which has given me the opportunity to be recognized by many people who have, in turn, become good clients," she explains. "Most of my clients want to live in neighborhoods on the north side of Chicago."

Victoria has gained a reputation for being an experienced, professional real estate broker, and estimates that an incredible 98% of her business comes from repeat and referral clients. Perhaps that's because she makes it a point to treat her client's home purchases as if they were her own. "I always look for the best deal and want to

save my clients as much money and time as possible." She also offers clients the benefit of her excellent negotiating skills, strong business background, and continued desire to further her education. She has a degree in business management from DePaul University, and has received the designation of Certified Negotiation Expert.

While many new real estate agents last less than a year in the business, Victoria has created a lasting business by building her career on a solid foundation of integrity and hard work. She shares a mutual understanding and respect with her clients, which contributes to them wanting to work with her any time the opportunity arises.

She regularly receives positive feedback from clients, and this glowing recommendation sums up much of what they say: "Victoria's expertise and hard work can't be described in a sentence. Her 13 years of experience has allowed her to form connections that most clients look for. She will go out of her way to satisfy your criteria — no matter how specific. She is capable of adapting to different individuals as she tries to understand their goals and vision. On top of that, she is highly responsive during any day of the week. I will be working with her in the future, because she works hard for her clients."

Of course, Victoria has heard her share of advice about the business over the years, but she credits her soon-to-be husband with offering her the best advice she's received. "He told me to not give up on small transactions, because they can lead up to bigger deals. And he was right!" After thirteen years as an agent, what would she say to someone who is just thinking about getting started in real estate? "I would tell them to always remain calm and collected when dealing with situations and people — and don't give up easily!"

In addition to planning her upcoming wedding in Cancun, Victoria enjoys spending her free time attending open houses and checking out new restaurants and shops in the area. "I think it's important to stay connected and get to know the neighborhood and the people," she says.

For Victoria, client satisfaction remains her biggest motivator. "I enjoy seeing people happy when they buy their homes. That moment is priceless. I love what I do!"

Victoria Nguyen

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