

featuredagent

magazine



Stanley
Phan



Stanley Phan

To say Silicon Valley real estate professional Stanley Phan is a highly qualified REALTOR® scarcely scratches the surface of all he has accomplished. He is also an experienced real estate attorney and loan originator. Quite simply, Stanley loves being involved in the business at all levels. “Real estate just brings me a wonderful feeling and peace of mind every time I see, hear, talk, work or do anything related to it,” he explains. “I was naturally born to have passion and love for real estate.”

He discovered that passion at the age of 10, when his family moved to the United States from Vietnam. “Most of the time after school, I walked around the campus, looking at scenery, landscapes, trees, buildings, architecture, and the houses surrounding it,” he recalls. “Doing so gave me a feeling of peacefulness, tranquility, and comfort. Even today, after over 20 years in real estate, I still have the same

feeling every time I drive on a beautiful road or view a property.”

When Stanley realized he could combine those positive feelings with real estate’s potential to make a comfortable income, he knew it was the career for him. He has built a successful business focusing on the rapidly evolving Silicon Valley area. “Because of high-tech job growth in the area, many people have moved here,” he explains. “The population is growing fast, creating a shortage of housing, and as a result, the real estate market here is doing very well compared to other cities in the nation.”

Clients have a number of compelling reasons to choose to work with Stanley, including extensive experience, knowledge, diligence, and perhaps most importantly, his heart for the business. “I have successfully closed hundreds and hundreds of



transactions,” he says. “I can help clients in the most efficient and effective manner. I have the ability to represent and advise clients in almost every aspect in real estate, including helping them avoid mistakes that could lead to future disputes and lawsuits.”

Sellers can count on Stanley to provide an accurate estimate of the property’s value and suggest a selling price that helps them sell their properties quickly. He is also happy to provide tips on how sellers can prepare their home for market, including money-saving ideas for staging and remodeling. Not surprisingly, Stanley enjoys the marketing side of real estate and even has his own radio show he uses as a platform for talking about his clients’ properties.

Stanley’s clients also benefit from his excellent negotiation skills. “I have a skillful technique in negotiating with buyers’ agents or buyers, and any related parties

“I have the ability to represent and advise clients in almost every aspect in real estate, including helping them avoid mistakes that could lead to future disputes and lawsuits.”

to maximize the sales price and cut costs for the seller,” he explains. “It takes a lot to master negotiations, it requires an agent to actually gain knowledge and experience from doing many deals.” His legal background also allows Stanley to help clients prepare contracts, counters, addenda and related documents, as well as perform and disclose all material facts as required by agreements and bylaws to avoid future headaches. “Clients will feel comfortable and sleep well when I represent them,” he adds. He makes it a point to put himself in his clients’ shoes and treat their business like it’s his own. “I treat each client with respect and honesty and I put my heart and soul in every transaction.”



Stanley's strong commitment to his clients has helped him earn some of the industry's most prestigious honors. He has been named among The "10 Best Real Estate Agents 2016" by the American Institute of Real Estate Professionals, he was recognized as one of America's Best Real Estate Agents in 2013 and 2014 by Wall Street Journal's REAL Trends, and he has been named one of the nation's Top .1% Real Estate Professionals. Additionally, he has been recognized for his expertise on the legal side of the business with inclusion in Super Lawyers Rising Stars for Northern California.

Building a successful business allows Stanley to share his good fortune with others, something he is more than happy to do. "About five years ago my brother and I started a scholarship program to help students in Vietnam from 9th to 12th grade who have high GPAs," he explains. "We give out scholarships twice per year. In the first year, only 20 students

were qualified to receive the grant. This year the number went up to 40 students!"

Though his business is already thriving, Stanley has no plans to slow down. In fact, he is focusing on growth. "My goal is to build more successful real estate and mortgage brokerage firms, by hiring good office managers with broad knowledge in human resources, marketing, management, real estate and mortgages."

To wind down after work, Stanley spends most evenings playing guitar, piano and singing to relieve stress. He also enjoys playing spirited games of ping-pong. "Happiness is extremely important to our health. Without it, life is meaningless," he says. "When we are happy, clients will come, money will come, and all the good things will come. On the other hand, when we are sad or angry, luck will go away. Always, start your day with a big smile!"

Stanley Phan

iHome-iLoan, Inc. | San Jose, CA

408.232.4902 | stanley@ihome-iloan.com | <http://www.ihome-iloan.com>