



navigating the complicated realm of development sales is Chris's specialty. After making a name for himself in the industry by striking fair, win-win deals for buyers and sellers alike, Chris's business took off. Now, having brokered a range of transactions that have exceeded clients' expectations, Chris has developed an expansive network of contacts in the investment and development sector, effectively securing a steady stream of potential buyers for the clients he works with.

Though his prowess in navigating development deals with residential sellers is evidenced by his robust rate of repeat and referral business, Chris never loses sight of the individuals and families at the root of each transaction. I know it's a cliché, but I'm being honest when I say that my clients always come first," Chris recounts. "I will go to the ends of the earth to do what's best for my clients, and everything else is secondary. A home is the single biggest investment a person or family makes, and they count on it — for retirement, or to leave to their children. You must treat this work as if your clients' livelihood depends on it, because frankly, it often does. That's why serving my clients' interests is always the most important part of my job."

Likewise, Chris credits fellow agents and his office's leadership for providing exemplary support and inspiration as he serves his clients with an expert's insight into one of the area's most competitive markets.

Chris employs a proactive approach to his work, and with his expertise in digital marketing and Search Engine Optimization (SEO), clients can rest assured that their property will receive maximum exposure. However, considering Chris's longstanding professional relationships with developers and investment buyers, along with his seasoned ability to strike a winning deal for his clients, oftentimes a fruitful deal will arise before a home even makes it to market officially. He is always patient and thorough in arranging deals that allow his clients to recoup their investment by a large margin, in addition to keeping buyers satisfied and returning.

After a successful career in construction and finance, Constantin "Chris" Hinova decided to take his aptitude for numbers, along with his understanding of the housing market, and reposition those skills toward a career in real estate. That was seven years ago, and today Chris is recognized as a top volume generator at the Hoboken office of Sotheby's International Realty — an impressive designation. As a proud member of the Christian Real Estate Network, Chris's success is rooted in a professional philosophy grounded by competency, communication, and most importantly, the Golden Rule.

Primarily serving northern New Jersey — also known as New Jersey's Gold Coast — Chris brings his unique expertise to his work as an agent, guiding his clients as they forge home sales involving developers and investment buyers. In the ever-evolving real estate world,



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Chris is energized by the unpredictability inherent to the real estate industry, and the creative problem-solving skills necessary to succeed. Sometimes development deals take a long time to close and there are a lot of moving parts. "Marines never quit, and I'll stay with a deal as long as it takes," says Chris. "I try to turn every single day and every deal into a new adventure," he reflects.

"Every morning I wake up and there is a new challenge ahead; it's something I love about this business." In that vein, Chris also works outside of development deals as well, most recently taking on the challenge of selling luxury homes in the north Jersey area.

Outside of work, Chris stays involved with his local community through his church and various sporting activities. Putting his proficiency for digital marketing to use, Chris has a long history of aiding charitable efforts and events by creating online awareness and publicity, free of charge.

Looking ahead, Chris has plans to continue to grow his business, not only as a broker but as a potential equity partner in developments going forward. Additionally, Chris and his colleague, Aimee Dugger have plans to launch a real-estate-focused radio show in Manhattan, interviewing area professionals and analyzing the north Jersey and Manhattan housing markets. He invites charitable organizations to submit upcoming events to reach out to him for additional radio and online exposure, at no cost.

With nearly a decade of experience already under his belt, Chris has crafted a client-centric career with no shortage of success. As he continues to grow his business and expand his footprint as a broker and equity partner, Chris's dedication to his clients' long-term well-being bodes well for his future endeavors. With all that in mind — plus his penchant for a challenge — the years ahead promise many more triumphs to come.

Chris Hinova

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