

# featuredagent

magazine



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## *Caecillia Hamidjaja*

Thirty-five years ago, Caecillia Hamidjaja emigrated from a small village in Indonesia to the United States, equipped with a law degree and experience as a business owner. As a single mother to three daughters, she learned well the value of being a self-starter, and after retiring from her successful career as a Biotech project manager in Thousand Oaks, California she decided to move to Las Vegas, in search of a new role to suit her spirit of service. In real estate, Caecillia discovered an industry where she could exert her entrepreneurial spirit and make a meaningful difference in the lives of others. She earned her license in 2013, and since then she has forged a brilliant professional path, earning multiple designations, fielding a consistent stream of clientele, and applying her winning personality along the way.

Primarily serving southwest Las Vegas, Henderson,

and Summerlin, Caecillia serves clients across a variety of backgrounds, though she has a particular proficiency in the buying and selling of luxury, vacation and investment properties. She has earned designations as a Certified International Property Specialist and Resort and Second-Home Property Specialist. Considering the professional philosophy by which she abides, Caecillia takes a personable approach to guiding her clients, letting her natural charisma and affinity for others create an easy bond with those she serves. With a high rate of repeat and referral business, amounting to an impressive 85% overall, Caecillia's detail-oriented, stress-free method instills a sense of calm and confidence in her clients. Likewise, she utilizes her background in law to capably navigate the negotiation and contractual facets of a transaction. "Clients like to work with me because of my charisma, personality, and honesty,"



she explains. “I always meet the highest standard of professionalism and I listen. I give people 100% of my attention and as a result, I’m good at capturing what they’re really looking for.”

In fact, those she serves are enthusiastic in their praise, with one client saying: “Caecillia was a great REALTOR® to work with. She helped me get the house I wanted. She was there to walk me through the whole process. We went back and forth with the seller and we got a great deal for the house! She was so easy to talk to and get along with. I never felt like I was bothering her or that she was too busy for me. Hire her as your REALTOR®!” Yet another pleased client had this to say about Caecillia’s memorable service: “Caecillia helped me find a home to rent in the Las Vegas-Summerlin area. Upon meeting her, she gave me a relocation packet with everything I

needed to know to learn about the area and my move. She showed me several houses and was very knowledgeable and patient answering all of my questions. Caecillia assisted me in the contract agreement process and stayed with me until the deal was done. I would strongly recommend using Caecillia if you are looking to relocate to Las Vegas for all of your rental or buying needs. She is a true professional.”

A foundational tenet of Caecillia’s business model is about selling a lifestyle, rather than executing traditional business. In that vein, she makes an effort to put herself in her clients’ shoes and imagine the motivation behind a buyer or seller’s homeownership goals. “Maintaining a high ethical standard is very important to me,” she recounts. “I’m also very family-oriented and I always adjust to my clients’ background and goals. Purchasing a home doesn’t



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have to be a stressful thing; it can be about fun and celebrating happiness.” While her track record of success to date serves as evidence of her ability, Caecillia keeps her clients’ well-being and interests squarely in focus. “I enjoy meeting people from different cultures and backgrounds, helping them make their dream come true,” she reflects. “I feel most accomplished when I’m able to hand my clients their keys, see them happy and smiling, and watch a family move into their new home.”

Caecillia stays engaged with her local community through a variety of civic and charitable engagements. As a member of the National Association of REALTORS®, she recently returned from their yearly conference in D.C. She also volunteers at Las Vegas’ annual Healing and Happiness event. In her free hours, Caecillia enjoys crafting fine jewelry, ballroom dancing — an art she once competed in — and traveling to explore new destinations.



As for the future, Caecillia plans to continue her business’ steady growth, with hopes to cultivate new relationships and educate others on the empowering status of being a homeowner. All in all, Caecillia’s second act as a real estate agent is founded on a straightforward yet revolutionary idea — that it’s never too late to follow a dream. “I’ve overcome many obstacles as a single mom. I came here from another country, juggled work, a new culture, and raised three daughters,” she reflects. “No matter what your background is — your culture, your age — if you believe in yourself and think positive, you can survive and reach your dream.”

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