

featuredagent

magazine



Richard
Kim

Richard Kim

Before successfully diving into the world of real estate, Richard Kim was in marketing and sales. While working in configuration management, he decided it was time for a change and with the help of a life coach, he began to explore some of his talents and passions. It all kept coming back to one thing: real estate. As Richard puts it, “We went around and around and it just kept coming up ... and that’s how I chose this field.”

Richard knew he liked working for himself, and valued honesty, which made him a prime candidate. He began working at Harbor Bay Realty alongside others who had been in the business for upwards of 20 years. While it was all new to him, he learned fast and quickly earned his place as an elite member of the industry.

Now, Richard has been in the real estate business for more than 18 years and has built a dynamic and successful

career. Along the way, he’s made connections with people all over the Bay Area, with the majority of his business concentrating in the East Bay. His clients clearly appreciate his hard work and straightforward approach. He estimates that 80% of his business comes from repeat clients and positive referrals. They come back time and again because of his open nature, unmatched knowledge, and genuine care for everyone he works with. Richard finds work in both residential and business properties, but his passion lies with guiding families through the process of selling or purchasing primary homes.

Richard credits his business accomplishments to four guiding principles, which he learned from a past mentor: suit up and show up, pay attention, tell the truth, and let go of the results. Richard’s consistency and attention to detail truly pay off, and it shows in the connections he is able to achieve. His approach has allowed him to form



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mutually beneficial relationships with many of his clients, past and present. And that talent for connection has led to high productivity year after year.

Richard's passions lie in not just real estate, but people. He particularly values time spent with his son and wife. In fact, this was a large part of the reason he went into real estate. The free time it provides has allowed him to be a big part of his son's life. "There are some people that are more focused on the dollar, and that's not me," he explains. "My business will take care of itself and I provide the service. I am extremely proud of the success I have had that that's allowed me to participate in my

family's life." The ability to focus on the things that are truly important has yielded both personal satisfaction and career growth.





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When not spending time with loved ones, Richard enjoys outdoor activities such as fishing, golfing, and attending sporting events. He also gets involved with a variety of volunteer opportunities in his community. He has been on the boards of several local organizations such as Meals on Wheels, Midway Shelter, and even local schools. He finds meaning in helping people who struggle with addiction and homelessness. “I enjoy meeting the people and being of service to them, regardless of if we do a transaction or not,” says Richard. “It’s not just about real estate, it’s about life.”

As for the future, Richard wants to pass on his principles

and values to the next generation of real estate professionals. Sharing his knowledge and experience, as well as being of service, drives his passion for real estate. If Richard can make a positive impact to the lives he touches, his heart is full. He strives to expand in abundance, success and love, while inspiring those around him to do the same. Real estate has given Richard appreciation, gratitude, care and compassion for those he serves, and he would like to pass it along to those he works with. His belief that ‘You cannot keep it, unless you give it away,’ is a roadmap for agents. “Be helpful and of service, and your glass will always be full, ‘*Making Your Dreams A Reality!*’”

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