

TOP AGENT

MAGAZINE



SAYED
NAJIBI



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As the lead of the Sayed Najibi Group at Royal LePage West R.E.S brokerage in Vancouver, Sayed Najibi & his team takes an educational approach to the real estate process. “Our business promise is ‘Earn Trust Before Business’. Trust is

something that you cannot buy, you have to earn it. When it comes to real estate that means telling your clients the positive & negative upfront, so that you can equip them with the right information, and they can make their decision based on facts.”



No surprises later.

Having previously worked as a financial advisor & mortgage specialist at one of Canada's largest financial institutions, Sayed is well versed in all aspects of the lending and real estate process and uses his knowledge to guide clients into making

the best decisions. Always looking out for their best interest, he focuses on building enduring relationships with buyers and sellers. "When people ask me how the business is, I always say that as long as our clients like us, it will always be good, no matter what market we are in. If the individuals we work with felt like we



cared and did a good job, then we know they will return for repeat business and refer us to others, and our business will continue to grow,” he explains, and adds, “We never look at our clients as just another transaction, or commission in the bank. We think about the relationship first, that’s fundamental for us, along with an honest and open engagement.” Our Google reviews are like our Olympic medals which we aim to get Gold (5 stars review) after a deal is done.





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Sayed and his team work hard to stay up to speed on the newest tech advances so that they can utilize them in their marketing. They currently use social media platforms like Facebook, Instagram and YouTube for promoting listings. “We work hard to stay ahead of the curve with technology and social media to make our business efficient and up to date for our clients. Sayed & his team have an experience of closing upwards of \$250 million in real estate & mortgage transactions.

It’s this type of dedication that earns Sayed & his team the following awards:

- *Royal LePage National Top 35 Under 35*

- *Royal LePage Red Diamond (National Top 5%)*
- *Royal LePage Presidents Club*
- *Royal LePage Master Sales Medallion Award (2018-2020)*
- *Royal LePage 2017 Regional & National Rookie Award (closing 45 deals in his first year)*

Aside from his commitment to clients, Sayed is also deeply involved with his community. “One of our business values is giving back. We donate to food banks in the community, and when COVID-19 hit we focused on giving back to the front-line healthcare workers. We also donate on the behalf of our clients to charities of their choice.”

When he’s not working or giving back his time, Sayed loves to read and meet new people. “This job is perfect for me because I love socializing and spending time with people. So regardless of whether I’m working or not, that’s what I’m doing. I’m an extrovert at heart.”

Going forward Sayed is focused on becoming a coach and mentor for his



team as he looks to bring in additional agents and expand the business to close 100+ deals. “Our future vision is to have a team & firm that’s a one-stop shop for our clients where we provide them the highest quality of service from beginning to end. That includes resale, presale, construction, renovation, new development, and private lending. We want to do it all for our clients.”

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