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LUXURY LIVING

Broker's first deal: \$23M

THE BLOCKBUSTER LAKE WASHINGTON HOME SALE WAS AGENT'S FIRST TRANSACTION

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A spectacular waterfront Medina estate called "The Southampton" sold this week for a record-breaking \$23.375 million, the highest price ever paid for a listing on the Northwest Multiple Listing Service. The property, which belonged to a local entrepreneur, was listed at \$24.8 million for only 30 days.

Seasoned luxury broker **Tere Foster** with Team Foster at Avenue Properties had the listing. Another Avenue Properties broker, **Dio Chang**, represented the buyer.

Remarkably, it was the first sale for Chang, 29, who had never been a real estate broker before. He has only been at Avenue Properties since June.

"This is a once-in-a-career kind of sale," says Foster. "The majority of real estate agents in the country never had a sale like this. And this being his first is really landmark and highly unusual."

Chang, who is fluent in Mandarin, was born in Taiwan where his family built condo buildings. He became comfortable with construction and land, watching projects grow from the ground up. At 18, he wanted to strike out on his own, so he moved to British Columbia where he studied business administration in college before joining the retail workforce.

After doing sales for many years in Canada, he went to work at The Bravern in Bellevue, selling luxury goods for five years, building many solid relationships



DIO CHANG

Rookie Avenue Properties agent Dio Chang represented the buyer in the \$23.4 million sale of this Medina waterfront mansion, his first deal.

with clients and others who became friends.

But he wanted to go into luxury real estate, something that pulled at him from his childhood, and he landed at Avenue Properties.

"I'm truly blessed," says Chang. "It's not about the money. I was so wanting to make sure they are pleased and happy."

Homebuying can be a stressful process, Chang said, and it was his goal to make it as easy as possible for the buyers.

"You are therapist, concierge, everything to make sure it's all being

taken care of," he says.

Chang was able to connect the dots for his clients, Foster says.

"He saw the property. He knew his clients," she says. "They said they wanted to see it, and that's how it all started and that's how it all starts. They didn't look at anything else. It spoke to them."

Says Foster, "All these buyers who can buy a property like this already live in great houses currently and if they are not moved to do something like this, they are not going to do it. Obviously this was a real emotional pull and the right fit."