

TOP AGENT MAGAZINE

NARI THIARA



A resident of Canada for more than thirty years, Nari Thiara first came to real estate through her husband, after he launched his own career as a Realtor in 1992. Nari would fol-

low him into the industry in 2004, and together, they built a robust, family business around openness, compassion, and most of all, integrity. Then Nari heard about One Percent Realty's cutting edge model for client service and, inspired, she decided to join their team, which quickly took her career to the next level. Sure enough, she's been going strong ever since.

Today, Nari is an agent for One Percent Realty, where she helps clients throughout Richmond and the surrounding areas. Together with a team that includes her husband, daughter, and son, she has adopted One Percent Realty's unique vision of the real estate industry, which allows her to fully assist clients at a fraction of the cost of a traditional transaction. In fact, since joining One Percent Realty, she has saved her clients collectively over two-million dollars in real estate commissions. "Sometimes when people think about all the money they're saving by working with us, they assume there must be a catch," she says. "But there's not: We provide the same services as any other real estate company."

When listing a home, Nari offers a full suite of options for her clients. After helping them prepare their property for the marketplace, she promotes it via her own website and a blend of targeted digital campaigns. But she also utilizes trusted outreach methods, such as hand-delivered flyers to the surrounding neighborhoods, to give her sellers an

added advantage. Through it all, though, she is there for her clients, providing them unwavering support at an affordable price.

Elsewhere, Nari is equally as helpful when assisting her buyers. Having lived in Canada since 1990, she possesses an acute understanding of the local market, and she leverages this depth of insight to guide her clients to the right investment for their needs. She also remains in touch well after the deals are done—all to ensure they are satisfied in their new homes. Moreover, this thoughtful approach has earned Nari and her team a fantastic reputation throughout Richmond, as evidenced by their strong rate of repeat clients and referrals. And the key to all this success? "In real estate, you need to be personable with your clients," she says. "I don't believe in being pushy or selling them on a home; instead, I want to be an advocate for their best interests."

Outside her career, Nari is tremendously active around Richmond, having previously volunteered at the Community Gardens, as well as the Richmond Caring Place, where she transported elderly patients to their medical appointments. When she's not with clients or giving back, she can be found spending quality time with her family.

Going forward, Nari also has bright plans for the future of her business. At the moment, she is enrolled to become a designated Seniors Real Estate Specialist, but in the meantime, she is more than satisfied with the fulfilling life and career she has built alongside her family in the community she loves. "You get to meet so many new and interesting people in real estate," she says. "At the end of the day, there's nothing more rewarding than getting to know a client over the course of their transaction."

To learn more about Nari Thiara email nari@shaw.ca
visit nari.onepercentrealty.com or call (604) 626-9545