

# Lori Chairez

Written by Haley Freeman



first home, and she knew she had found her calling. Her passion for her profession has never diminished since. "I love the constant movement in this business," she says. "Nothing is ever stale. It's exciting to always be seeing new homes and meeting new people. Here I am 39 years later, and I still enjoy what I do!"

Lori previously worked with OC boutique Star Real Estate, which was acquired by Seven Gables Real Estate in 2018 to form a powerhouse brand with nine offices and a local sales volume of approximately \$1.6 billion. Lori is delighted about the new technology resources the merger has brought to her real estate practice, including numerous tools that enhance her ability to accurately pinpoint buyer profiles and connect those buyers with ideal properties.

Lori and her husband have lived in Huntington Beach for 25 years, and they raised their two sons in local schools and sports programs. From her vantage point as a home and business owner in the heart of Orange County, she has witnessed the transformation of the area's many enclaves, and she knows the nuances that make each one a unique place to live. "I've been around long enough that I remember

when Mission Viejo and Irvine were just developing, and when Fountain Valley and Westminster were just bean and strawberry fields. A lot of growth has taken place since I've been in the business, and I've made it a point to learn about the neighborhoods, schools and other things potential homeowners value in the communities where they choose to live. I'm a very versatile OC agent, and I can work effectively with clients all over the area."

**F**ew Realtors® can lay claim to nearly 40 years of experience in Orange County's distinctive marketplace. Through years of boom and bust, Lori Chairez has served her clients with steadfast professionalism, guiding generations through some of life's greatest milestones with the utmost knowledge and care.

During her first week in real estate, Lori sold her



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Putting clients first is a hallmark of Lori's service. "I don't think about getting a commission. My focus is on getting the job done well and protecting my clients, making sure they are moving forward in the right manner. That's what matters."

Due to her selfless service, Lori has earned her clients' trust. More than 80 percent of her business comes from repeat and referral clients, which she says makes her work all the more fun, since she gets to spend her days working with friends.

Two of Lori's clients expressed the reasons they keep coming back to her for their real estate needs. One said: "Lori is amazing! My parents first used her in 1998, and she's been the family Realtor® ever since. My husband and I have used her twice. She's so personable, knowledgeable and helpful in all aspects. You will not be disappointed with her as your agent."

Another commented: "Lori is fantastic! We have used her several times, and each time she is efficient and knowledgeable, not to mention personable as well. She knows the area very well, in addition to the process of buying and selling homes. She is quick to return phone calls and process any paperwork that might be needed. We feel fortunate to have found her."

Lori gives back to her community through causes that are close to her heart. "I have lost friends to breast cancer, so I'm active in the Susan G. Komen Foundation and the American Cancer Society. I also support NAMI, the National Association on Mental Illness."

World travel affords Lori the opportunity to spend time with family and friends while enjoying new cultural experiences. "There are things that are unique to each place, but I think the greatest thing about travel is that element of realizing there are other things going on in the world outside your own microcosm."

Lori is a career real estate professional who brings an unparalleled level of industry expertise and local market knowledge to families who are buying or selling a home anywhere in Orange County. She is an advocate who walks beside her clients through every step on the journey, with hands-on representation and transparent communication. "My focus is bringing value through good advice and service to my clients."

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