



DIEGO DIAZ

It is with this affirmative spirit that Realtor® Diego Diaz approaches every real estate transaction. With a bachelor's degree in Kinesiology and Health Promotion, Diego has spent the last 12 years of his professional journey in education, in San Bernardino County, where as a passionate servant leader has sup-

ported the efforts of closing the student achievement gap. Simultaneously, Diego created several successful entrepreneurial ventures, which allowed him to begin investing in real estate. It wasn't long before Diego saw an opportunity to bring his passion for educating people to a real estate career.

Answering a Call to Education

"I believe that if you're not left with an amazing experience, I haven't done my job. I don't measure my success through achievements or awards, but through the satisfaction of my clients."

"When real estate started happening for me, I really enjoyed it," Diego recalls. "I started educating myself about the process because I wanted to know exactly how it worked. I realized it was something I loved and that it was another way of educating people and having a big impact on their lives. I like to teach people because I really care. I ensure that my clients and community — whoever I come into contact with — understands the amazing opportunity they have in their hands, whether they are owners of property for the first time or investors in property."

After first establishing a relationship with boutique HKG Real Estate Services as a client, Diego chose to build his professional practice there, as well. "I think my clients benefit from the tailored support that a smaller boutique company can give them. I have the flexibility to give them support in the way they want to be supported and communicated with. So often, when people come into a larger company, they end up dealing with an assistant or transaction coordinator through most of the transaction. I like to be one-on-one, and I handle my own transactions. I walk them through the whole process and educate them."

Reliable communication, patience and professionalism are all notable features of Diego's representation. He also cultivates positive working relationships with his peers, and he remains upbeat in the face of challenges. "I take what I do seriously," he says. "In a real estate transaction, many things can happen. It's vital to always be and maintain a professional demeanor with everyone involved, and that means picking up the phone, getting back to someone in a timely fashion and honoring your word. I basically am what I expect others to do."

Diego's clients affirm that he lives up to his promises. One said: "Diego was my Realtor® throughout my first home buying process. Something so large and complex as buying a house is certainly daunting, but Diego was there to alleviate any and all issues that I might have had. He was available whenever I called, even at weird hours of the day. I ended up looking at multiple houses, but I never felt like I was being rushed. Once the escrow process began, Diego was there every step of the way, and I always felt like I could depend on him when I needed to ask any questions."

Another stated: "When I initiated the home buying process, I knew next to nothing about it. Diego walked me through all the different parts of the process, explaining every step very thoroughly, and he answered any questions I had. He always responded to my text messages, e-mails and phone calls promptly. Diego was always available to show properties and always kept me updated with e-mails of new homes that hit the market. Throughout the whole process he worked very hard, was very professional, knowledgeable, patient and honest. He always went the extra mile — he looks after the best interests of the buyer. I cannot put into words how thankful I am to have had the opportunity to have worked with Diego on helping me find my very first home. I highly recommend choosing Diego as your Realtor®."

Outside Diego's passion for real estate, his two priorities are faith and family. "That's what drives me every single day. I love that my real estate career ensures that I'm able to spend quality time with my wife and two daughters. Being able to pick my girls up from school or engage in school day activities means the world to me."

Diego continues to answer his calling as an educator by helping families in his community become informed homeowners. "I believe it's important for people to be educated before they embark on any decision, but especially in real estate, since it is a decision that will change their lives forever. Getting the right information could be as simple as knowing that the value in the future will be better with a two-car garage versus a one-car garage or not even having a garage. I want to help people make decisions that are both personally and financially rewarding in the near future and in the long term."

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