

VETS AND NEWBIES:
PET PEEVES, BEST PRACTICES,
AND CHALLENGES

THE LEAD:
OPENDOOR CEO
ERIC WU

DESIRÉE PATNO, FOUNDER OF
WOMEN IN THE HOUSING AND
REAL ESTATE ECOSYSTEM

CALIFORNIA REAL ESTATE

OFFICIAL MAGAZINE OF THE CALIFORNIA ASSOCIATION OF REALTORS®

The Era of iBuyers?



Are you paying attention to the growing number of Wall Street-backed "instant offer" firms that want to change the way homes are sold?

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Are you paying close attention to the growing number of Wall Street-backed firms that want to change the way homes are sold?

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▶ **Alex Wang** is a high producing agent in one of the most competitive and fastest moving markets, the Silicon Valley. His three core values center around building local knowledge of his area, building relationships with the local broker community, and focusing on how to be the best negotiator.

ALEX WANG

11 P.M.

Decompresses with a glass of wine, connects with his wife, and reads a book or watches a video. Likes listening to videos/podcasts from Gary Vaynerchuk, Tim Ferriss, and Impact Theory by Tom Bilyeu to learn from top performing people in different arenas.

6 P.M.

Spends quality time with family over dinner. Coaches sons in basketball, baseball, and serves as their Boy Scouts Troop Den Leader. Takes his daughter to dance classes and helps her run an eBay store.



6:30 A.M.

Alarm rings, gets out of bed, drinks a large glass of water with apple cider vinegar. Keeps devices out of the bedroom. Avoids emails and watching the news first thing in the morning.

7 A.M.

Enjoys a cup of pure, black coffee. Currently loving a coffee that a friend brought back from Colombia. Hits the gym with a personal trainer.

1 P.M.

Shows properties, views upcoming listings, meets with clients face-to-face.

9 A.M.

Takes kids – ages 9, 7, and 5 – to school three days a week. Walks each child to their classroom.

—BY LAUREN PALFREY



BIO: Alex Wang is the founder of the Alex Wang Group and has been practicing real estate in the Silicon Valley Bay Area since 1999. Embracing his role as a Real Estate Evangelist, he strives to move the industry towards a model of smaller business with stronger fidelity to clients, while combining focused negotiation, innovative technology, and reliable real estate practices. Alex, his wife Lily, and three children have a continued focus in giving back to the local community through non-profit and charity work. In his spare time he enjoys playing basketball and rock climbing.