

Linda Chang Among Real Estate Leaders

Twenty years ago, when San Gabriel Valley real estate leader Linda Chang first began to explore the field, she didn't think she'd end up being one of the most honored Coldwell Banker agents in the country.

In fact, she didn't even think she'd be a real estate agent at all. The wife of an orthopedic surgeon and the mother of two sons, Chang was more interested in sharpening her investment skills than launching a new career.

"My most successful investment has always been real estate, and I simply wanted to learn more about the process," she says. "But as much as I got into it, I began to think, 'Maybe I'll just try it.'"

For Chang, "just trying it" got her named Coldwell Banker Rookie of the Year her first time out. Today, as an Estates Director for Coldwell Banker Previews, she handles exceptional properties in San Marino, Pasadena, South Pasadena, La Canada and Arcadia.

Chang has been named number one producer in the San Marino office for a remarkable fourteen of the past twenty years.



ROSES AND CONGRATULATIONS were the bill of fare recently at Coldwell Bankers San Marino office when Linda Chang (center) was congratulated by President Bob LeFever and Executive Vice President Linda Berg.

A member of the company's prestigious President's Club since 1983, she ranked number five among all 45,000 Coldwell Banker

agents cross the country in 1994. Last November, Unique Homes magazine named her one of its top Megabrokers of California.

Chang sees her job as part real estate expertise, part matchmaking. "Putting the right person together with the right house is intriguing, very much like puzzle-solving," she says.

From her vantage point, Chang sees exciting changes reshaping the real estate business, "The internet is transforming our field," she notes. "It's a stunningly powerful tool, both for finding homes and marketing them. From now on, the most successful agents will be the ones who combine technological expertise with superb service-something a computer can't provide." When it comes to Internet expertise, Chang has something of an inside track: one of her sons, Brent, heads Sacadia, a Mill Valley software company that designed her website.

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