

TOP AGENT MAGAZINE



DYLAN DONOVAN

When you deal with the downtown luxury condominium market of a vibrant, international city like Toronto, every day is an adventure. Which suits Dylan Donovan just fine. The agent with Chestnut Park Real Estate Limited, Brokerage of Toronto thrives on his interactions with so many different people, including international clients who offer a global perspective.

“The downtown corridor—in fact Toronto in general—is an incredible market for international investment,” he says, noting that 146 projects were under construction in 2013. He had the opportunity to promote his inventory globally, especially to China and the U.K., which opened a door for him. He loves helping people become aware of his city.

Going into real estate was natural for Dylan, whose mother has been a REALTOR® for almost 30 years and, until recently, had her own brokerage. When he got his license in 2012, he started out in the suburbs with her. But as a younger person in real estate, he realized that the families he’d been focusing on were not really his market. That’s when he moved into the downtown condominium market. He began with small rentals, which snowballed. He also found that people were looking to lease out their properties. Eventually he became the one who represented clients on their purchases as well their leases.

Doing everything is Dylan’s calling card. “There are many incredible REALTORS® who’ve been in the market for 20 or 30 years but don’t want to handle international clients,” he says. But his youthfulness, his way of not being afraid to try new things, keeps him moving forward in the international market. He does about 90 percent of his marketing online, aiming at certain countries such as China, which has tighter regulations.

He’s perfectly comfortable engaging with different cultures and generations, and that comfort is reflected in his results. He signed up four of the top 10 leases in 2014—those priced up to \$15,000 a month. “This is unusual in Toronto,” he says, “because before 2012, we didn’t really have condos in the downtown corridor, especially not luxury condos.

Then several opened. That’s when I decided to put my focus into something unique.”

Now Dylan lives in one of those luxury condos he represents and sees his clients in the elevator, on the way to or from work and in the neighborhood. With his life focused around the area that’s his niche market, he’s at home and very well known.

Being at home, though, doesn’t suit Dylan for long. One way to stay on top of the international market is to go to it, so he does. At least one week every month, he’s off exploring different areas of the world through his real estate perspective. His favorite place is London, “and it always will be,” he says. His dual citizenship helps him relate to many international investors.

Going forward, Dylan plans to keep his focus on the international perspective. He’s rebuilding his website to reflect more of the Toronto lifestyle, with an eye toward global investors. “This city is so unknown compared to New York and London,” he says. “My goal is to make people aware of what Toronto has to offer.” And if Dylan’s passion is any indication, that victory won’t be far off.



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