

# TOP AGENT MAGAZINE



John Iwamura

How does an agent working out of Lincoln City, a tiny coastal town with a population under 8,000, sell \$22 million a year, earn the highest designation given out by Coldwell Banker: International President's Premier (top 1% worldwide) and take home the title of #1 Coldwell

Banker Broker for the State of Oregon 2014?

It depends who you ask. His wife, Lynda would tell you John's extensive and successful sales background plays a big role.

"John is a phenomenal salesperson," Lynda said. "He is a genius at holding deals together and is not only great at dealing with buyers and sellers, but also inspectors, appraisers, lenders and other REALTORS®. He also is willing to work around the clock seven days a week and is responsive to calls, texts, and emails.

If you ask his clients, they would say it's his professionalism and personable nature.

"John's extensive knowledge of real estate on the coast, his expert guidance throughout the process, and his personable manner made it the smoothest real estate transaction ever," explained one reviewer on his Zillow page.

If you ask anyone in the industry, it would be his expertise, dynamic personality and business sensibilities. In fact, John has earned a solid reputation as one of the Central Coast's most sought-after REALTORS® and is fondly called the "REALTOR'S® REALTOR®" because he is a preferred listing agent for many agents who live outside the area and want a REALTORS® who fits their own exacting standards to sell their coastal properties.

And if you ask John, he's quick to recognize his partnership with Lynda, who has a consulting and training background, and works behind the scenes to handle all the marketing and advertising.

"Lynda gets the phone ringing," John said. "She treats every listing as if it is the only one I have,

giving each a specialized, personalized approach to every property whether it is a starter home or an oceanfront estate. She's a master with words and works closely with a professional photographer so each listing has the right shot that makes a buyer want to look closer. She also is instrumental in getting the property seen, whether it's online or through brochures."

John and Lynda got their start in 2005 when they moved to Lincoln City from the California Bay Area. John got his license, and for about a year, was able to enjoy the hot market. Then the crash happened.

The coast was hit particularly hard as it was a primarily a secondary home market. As sales declined, houses sat on the market and many agents hung up their licenses. But John dug in. He and Lynda had survived recessions before, and they saw this as an opportunity to hone their skills and capture more market share.

"While other brokers cut back to trim expenses during the difficult years, John committed himself to delivering more to his clients," Lynda said. "It was an expensive risk, but one that paid off."

John is originally from Hawaii and has definitely brought the spirit of Aloha to the Central Oregon Coast. Both John and Lynda have a relaxed attitude and easygoing nature yet they are passionate about what they do and work incredibly hard for their clients.

"We have a drive to take care of people," John said. "We are always delighted when we can help someone with their real estate goals, from Yachats to Pacific City on the Central Oregon coast."

To learn more about John Iwamura of Coldwell Banker, call (541) 921-7878, or visit his website at [www.oregoncoastdreamhomes.com](http://www.oregoncoastdreamhomes.com) & [www.Loveoceanfront.com](http://www.Loveoceanfront.com) also email [yourcoasthouse@yahoo.com](mailto:yourcoasthouse@yahoo.com)