

TOP AGENT MAGAZINE

MATIN HAGHKAR

Top Agent Matin Haghkar of RE/MAX Plus in King of Prussia, Pennsylvania has spent his entire adult life in the world of real estate, accumulating a wealth of knowledge that has helped position himself squarely among the very best in the industry.

“I started right out of high school,” says Matin. “When I was eighteen I acquired my real estate license. Then while I was in college, I started buying some of my own investment properties on campus to rent to my friends and other college students, eventually I started getting into flips and bigger projects. Then one thing led to another and I kept increasing my sales volume and as the years went on, I kept buying more and more properties for myself, friends and other investors. Long story short, I ended up opening my own RE/MAX office about a year and a half ago and here we are. Currently we have about 20 prospering agents and a successful property management team with over +200 managed properties.”

While Matin still sells properties on occasion, he is primarily in a managerial/owner position, overseeing a team of highly qualified agents who are, in many cases, investors themselves, a distinction that helps them better serve the large number of clients looking to purchase investment properties. “If you’re just selling, but haven’t bought or sold a home for yourself, you tend to lack appreciation for why people act the way they do during the home buying/selling process. Being an investor yourself gives you a different perspective and attitude towards the transaction.”

With nearly 70% of his business based on repeat clients and referrals, RE/MAX Plus is clearly doing something right. “We just really keep it honest with our clients,” says Matin. “When we don’t think something is a good



deal or they’re not making a good decision, we respectfully tell them that we don’t think it’s a good idea. We keep it impartial and give them the facts.”

An impressive amount of 5 star reviews on Zillow is testament to Matin’s real estate prowess. Among these glowing testimonials is this recent accolade: “*Matin and his staff were extremely helpful all the way through our home buying process. We originally used The Haghkar Group to help us find the perfect rental. After a wonderful experience renting, we decided to use Matin again a year later to find our home in the Philadelphia area. We found the perfect home and everything went as smooth as possible - from the lender to home inspection to homeowners insurance, Matin had all the right connections to get everything done right while saving us \$\$\$.* Since we bought the home, Matin has reached out multiple times to answer any questions or concerns. I highly recommend Matin Haghkar with Remax Plus.”

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Being involved in the community is important to not only Matin, but the whole team at RE/MAX Plus. “It’s important to be involved and give back to your community and it’s especially important to support your local businesses. We all need to support each other.” Matin and his team at RE/MAX Plus sponsor multiple elementary, middle and high school sports leagues and actively donates to local charities and food drives.

As for the future, Matin is looking forward to unveiling a new website that he describes as an “advanced local version of Zillow.” “It’s going to be huge,” he says. Additionally, opening new offices is on the horizon. “We’re trying to recruit as many agents as possible, stay up to date with the newest cutting edge technology and stayed educated on the business and the market so we can advise our clients the best we can.”

For more information about Matin Haghkar,
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