

TOP AGENT

MAGAZINE



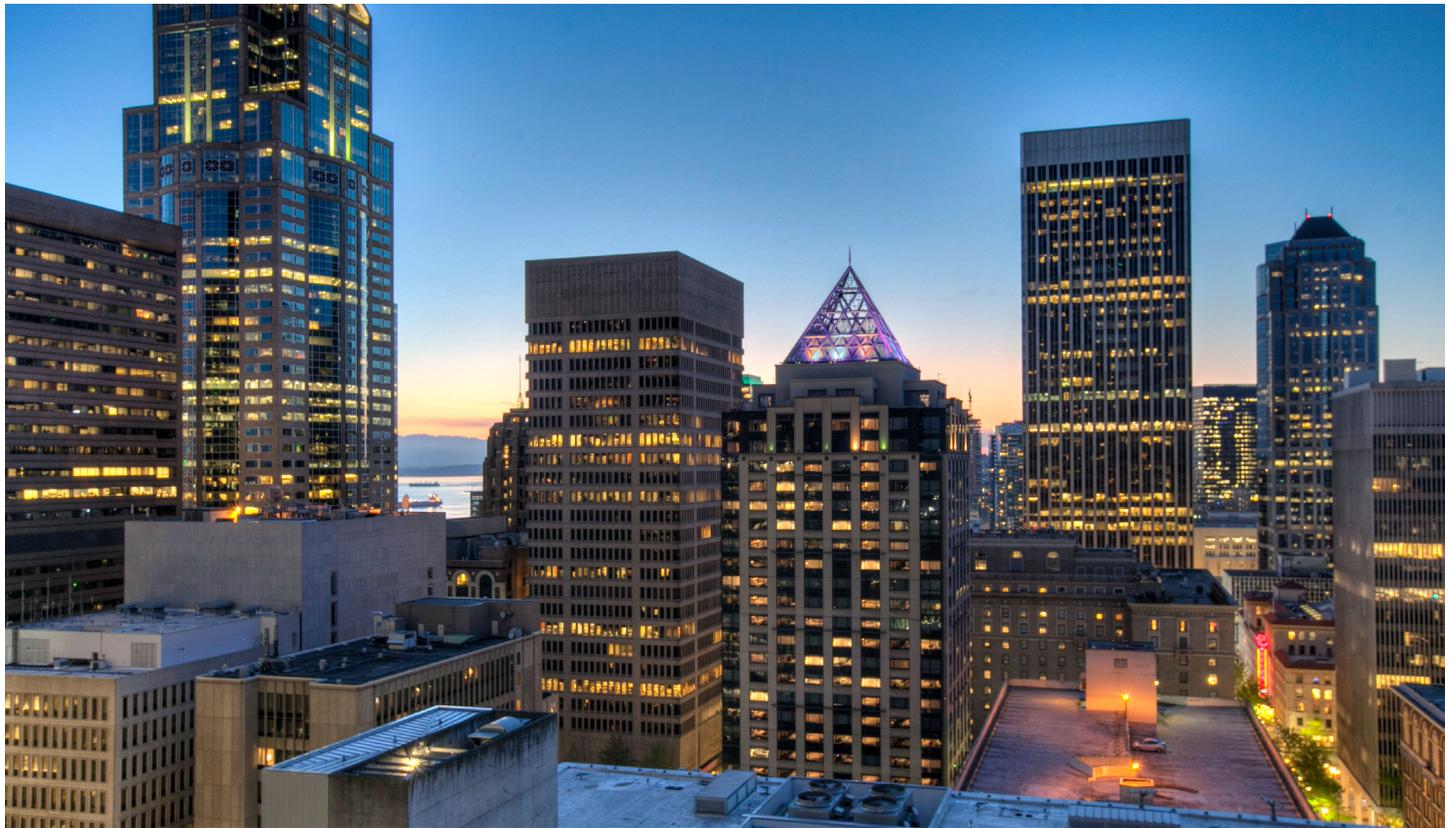
OLGA DYCKMAN



Her clients call downtown Seattle REALTOR® Olga Dyckman a “standout professional” who works hard to understand people’s unique needs, tastes, priorities, and budgets. More than a real estate professional, they consider her a trusted advisor with no agenda to sell them anything. Instead, she is an educator who wants people to make the best decisions for their financial situations and lifestyles.

“I serve an area in downtown Seattle called ‘701’ and I partner with a specialized marketing professional, professional photographer, two office assistants for transaction coordination and a title company that gets successful closings.”

“I started with Windermere Builders Services Group 18 years ago after a decade in sales, management and as a corporate financial analyst for Nordstrom,” says Olga, who holds a BA Finance from Seattle Pacific University. In 2005, she worked for Williams Marketing, collaborating with developers to market and sell new condominiums, working on many well-known high rises such as Olive 8, Fifth and Madison and Escala, known as the penthouse home in famous 50’s shades of Grey movie. Now, for two years straight, she has been Downtown Seattle’s #1 condo salesperson. “When Seattle started getting new high rises, I was fortunate to be a part of the sales and development team; over the past 10 years, I’ve built a lot of trust with the clients I sold at my projects and developers.”



The people she helps purchase and sell condominiums appreciate Olga's financial expertise. To her, a condo is one element of someone's greater financial picture. "I forecast and predict where the market will go and then share that advice," she says. Her clients witness the

accuracy of her predictions. "In each individual scenario, I explain what decision will help people with taxes, or if asset diversions into real estate are wise. I may even recommend they hold." This honest approach is never more obvious than in the current market,



which she sees as changing. “I’m advising people to hold. The market is shifting down; from my analysis, if they are able to hold onto those assets, things will come back up in a few years.” For buyers, however she is advising that this is the time to buy, no bidding wars and price reductions.

Given her clients’ trust, Olga receives most of her business from referrals or repeat clients. “I serve an area in downtown Seattle called ‘701’ and I partner with a specialized marketing professional, professional photographer, two office assistants for transaction coordina-

tion and a title company that gets successful closings,” she says.

Her listings marketing goes far beyond campaigns that include networking with 7,000+ agents and providing individual websites for each property. Olga also provides a public service through www.theseattlecondogroup.com, a highly specialized website she created for identifying Seattle’s main condominiums by neighborhood and name. Any buyer or broker can learn more about each property through the map-based search engine with detailed descriptions. “It allows anyone to



become an expert on the condo market like I am,” says Olga, who has sold more than \$300 million in her niche.

“Condos that are priced right and desirable, with protected views, are currently going under contract within a week,” says Olga. “In

18 years, we have never seen a market like this, but we also currently have 7,000 renters downtown.” Those renters, Olga knows, represent the future of condominium sales after the market turnaround she expects in a few years. “My goal is to increase my communication with my database and my clients, to continue



to monitor the market and to continue advising people on where I see value,” she says.

Olga also remains available for her community, not only as a wife and mother of two who is active with local schools and youth sports, but as a member of the Seattle Art Museum Supporters. “We raised \$200,000 for the museum in a Nordstrom Designer Preview fashion show,” she says. Speaking of Nordstrom, Olga also

likes to shop. “And I like running, golfing and skiing, and we like to travel as a family.”

Adding still more excitement to her life and career, Olga has been a featured agent three times on HGTV’s “House Hunters,” and appeared on local television program for her listing of one of the Top 10 castles in the U.S. She moves through all this with ease, in equal measure enjoying life, real estate, finance, family and helping others.



To learn more about Olga Dychman, visit olgadyckman.com or theseattlecondogroup.com, go to her Facebook page, email olgad@windermere.com or call 206.818.2772

