

# TOP AGENT MAGAZINE

## KANWAR MANGAT

While Kanwar Mangat was in school studying engineering, he decided to get his real estate license, having always been intrigued by the industry. This strategic move allowed him to embark on a real estate career early on, laying the foundation for his future in the field. Kanwar quickly shifted gears from selling residential properties to specializing in development land, identifying his niche in land sales and development-focused properties. With a career now spanning just under five years, he operates



a small team, allowing him to maintain a hands-on approach to real estate in Surrey and Langley, British Columbia. These areas, nestled in the suburbs of Vancouver, serve as the primary canvas for his work, reflecting his deep-rooted connection to the region and its development potential.

Kanwar stands out in the real estate market through a unique blend of technical expertise and local market knowledge. His proficiency is a direct benefit of his background in civil engineering, equipping him with an intimate understanding of the critical aspects of development, from servicing requirements like sewer, drainage, and water lines, to the intricacies of municipal fees, construction costs, and financing. Kanwar's methodical evaluation of projects, including the consideration of timelines and potential returns, makes him a pivotal advisor for developers and investors. It's this comprehensive service and insight that have cultivated a balanced mix of repeat and referral business. Half of his clientele stems from his proactive efforts in door-knocking and cold calling, and the other half from a loyal base of investors

and developers who rely on him for all their transactions.

When it comes to marketing his real estate listings, Kanwar has a personal and targeted strategy. "The most unique aspect of my business is the database I've created through door knocking and cold calling developers, and development land owners, and through networking events," he explains. The personalized database allows him to market properties directly to a niche group of investors

and developers, as well as other agents working within this specific market segment. For properties that suddenly gain development potential, Kanwar ensures they are promoted to his carefully cultivated list, guaranteeing attention from the most relevant and interested parties.

Beyond his professional work, Kanwar is engaged in the community through local sports and development organizations. He is a volunteer with the BC Tigers Soccer Club that showcases a personal passion for giving back, having contributed in various capacities for over a decade, from coaching youth teams, helping out at events and sponsoring tournaments.

As Kanwar looks to the horizon of his real estate career, his vision is clear and focused on handling larger deals. He never tires of seeing his clients happy, making good returns and watching neighborhoods around him develop. "It's the perfect balance of what I always wanted to do. I'm able to make use of my degree, but at the same time enjoy a new adventure every day."

For more information about Kanwar Mangat,  
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