

# TOP AGENT MAGAZINE

LISA MARIE DOOREY & LINDA CHU



Lisa Marie Doorey brings to Toronto real estate her eye for setting a scene and an international savoir faire. However, it is her ease of open communication with clients that keeps customers returning to the downtown specialist. Working alongside her partner Linda Chu at Sotheby's International Realty Canada they market some of the finest homes in downtown Toronto with a focus on personal service. "I make a lot of phone calls; I'm a little old fashioned that way," Lisa Marie says.

As a teen, she would spend evenings admiring the decor and gardens of homes she passed, walking through her neighborhood. Lisa Marie's journey would take her to living abroad in her twenties, returning to Toronto obtaining her Real Estate license, finishing a degree in film, owning a popular cafe in the Annex and witnessing multiple major real estate cycles. While at Sotheby's, her love for film drew her to fellow broker Linda, who was on the Board of Directors of the Toronto International Film Festival, and the two became lasting friends and business partners.

Lisa Marie and Linda lead a dynamic team of four including a former designer, licensed client service manager and a Mandarin-speaking

buyer's agent with a commercial leasing background. The team has ties to Yorkville / Annex luxury real estate and Cabbagetown with its density of Victorian homes along with serving the downtown market. As the team has grown, so has its hold on the market, with about 60 percent of annual sales coming from repeat or referral customers. "I think it's about care," Lisa Marie says. "You just really have to care about your clients. And if you treat them well, there's a natural succession of them treating you well in return. We're very, very grateful to our client base." Lisa Marie attributes much of her current success to the marketing power of Sotheby's International Realty. "We do all the regular



newsletters, flyers, social media and local marketing, however to give our client's homes, in all price ranges, a platform and level of luxury service unlike any other, we joined Sotheby's. With over 1,000 offices in 70 countries and \$114 billion in global sales, the infrastructure is already in place to present clients' homes in their best light worldwide. Our relationships with agents around the world are also a great advantage."

Both Lisa Marie and Linda are civically engaged with the communities they serve. Linda sits on the Board of the Asian Real Estate Association, ABCRA the local Yorkville residents' association and formerly on TIFF and the YWCA Boards. Her commitment to the community extends to many arts organizations and local charities including the Yorkville Run. Lisa Marie contributes to the YWCA, CAMH, World Vision and the Red Cross and is taking her community involvement further to address homelessness. This fall, Lisa Marie will support Covenant House, an organization that fights youth homelessness and human trafficking by spending a night sleeping on the street with corporate executives to draw awareness to these issues. "I think it's going to be a life-changing experience," says Lisa Marie, who was introduced to Covenant House by one of her real estate clients.

Lisa Marie and her team continue to thrive in the Toronto market with the Sotheby's brand and a tradition of customer-first service. They are even redecorating their office to reflect the new vitality that charged through the brokerage after the pandemic. The lamps and wall hangings may be new, but clients can count on the personal attention they are known to offer. "I've owned a restaurant, sold film and television internationally and then I came back to real estate, which was my first love," Lisa Marie says. "I think the main thing about real estate is that you're dealing with people at important times of their life, often in high-stress scenarios. I think having compassion, determination and years of selling skills to help people transition through life change is really at the core of what the business is all about."



To learn more about  
Lisa Marie Doorey and Linda Chu  
visit [DooreyChuTeam.com](http://DooreyChuTeam.com)