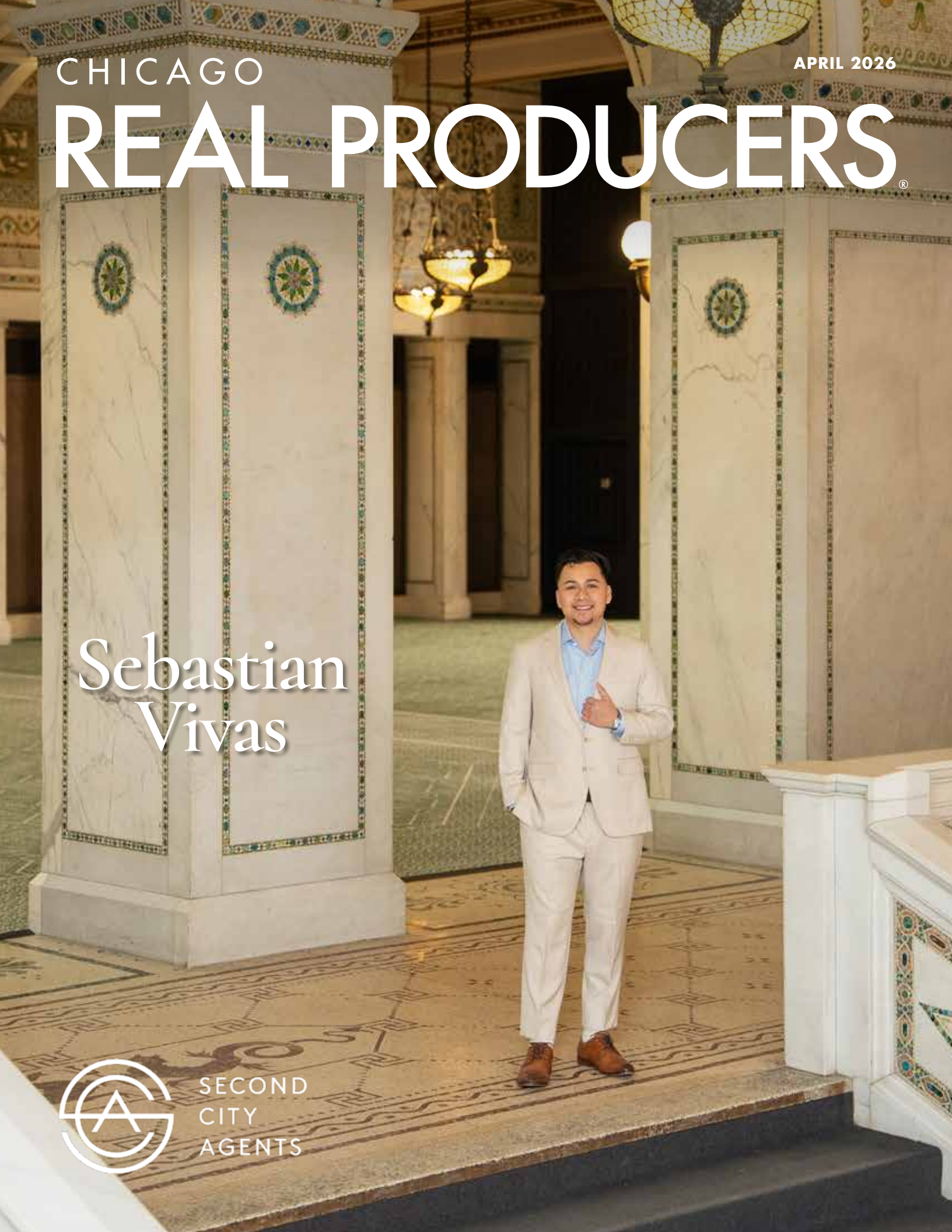


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Sebastian Vivas

SECOND CITY AGENTS

SEBASTIAN VIVAS

READY TO SERVE, READY TO WIN

BY CHRIS MENEZES • PHOTOS BY PRESTIGE REAL ESTATE IMAGES INC.

Sebastian Vivas doesn't avoid hard things; he allows them to shape him. It's a mindset he learned from his parents who came to this country with nothing and showed him the value and rewarding results of effort, resilience, and responsibility.

"My parents gave me the opportunity to focus on growth, education, and build something of my own," he says.

His standards about service grew out of that same foundation. For Sebastian, showing up for others is how he honors where he comes from and the people who built the path for him that he is now adding to. Real estate became the place where everything could come together: his drive to push himself, the legacy he carries, and the belief that the work only matters if it elevates the people he serves.

Before entering the industry, Sebastian earned his bachelor's degree in finance from the University of Illinois Chicago and worked at Apple as a technician while completing his financial licensing. Almost five years later, he finally decided to take the chance and bet on himself. He entered real estate without a deal, but with faith, a vision, commitment, and the support of his fiancée, Cynthia Arnao. To make it work, he sold his two manual cars—his prized possessions. After his first transaction, a listing, he was all in.

Entrepreneurship came easily to Sebastian—he grew up surrounded by business owners, including his father, a general contractor, who used to take him to job sites when he was a kid. His dad would point to the framed, open spaces and describe where the kitchen and bedrooms would go and how the house would eventually become a home.

"Those moments stuck with me," Sebastian says. "I became fascinated with the idea that you can create something that directly impacts people's lives."

He started his real estate career in March 2021 at age twenty-five—when Covid was still wreaking havoc—and built his business in the way he approaches everything: intentionally and with service at the center. While he's faced his share of challenges, one key practice has helped him throughout his life: to always surround himself with people who make him raise the bar—people who are smarter, more experienced, and further along than he is.

"Being in rooms where I'm not the most accomplished person pushes me to grow," he says. "I've overcome everything life has thrown at me. Nothing has been easy, but I've learned to face every obstacle head on. I really believe there's a lesson in every setback."

Sebastian's business grew, but finding a niche really strengthened his momentum. Today, roughly 60 percent of his clients are physicians. While he continues to work with clients from all walks of life, he's passionate about helping physicians navigate programs and advantages they may not know exist. "My goal is to provide tailored guidance that maximizes their opportunities while making the buying, selling, renting, and investing processes seamless," he explains.

But for Sebastian, the most meaningful part of his business isn't production; it's working with the people he loves. His preferred partners include his father's company, B&B Painting, Remodeling, and Cleaning; his mother's cleaning service; and his brother-in-law's company, Arnao Development. "They've given me so much," he says. "Being able to help their businesses grow and share our success together is the most rewarding part of what I do."

Sebastian is also part of Second City Agents, a CAR Platinum Award–winning team known for their ability to collaborate without ego. "We're all better than each other in our own ways, and we take pride in that," he says. "Winning that award came down to the wire, which showed us how much every person brings to the table."

Outside of work, he maintains the same discipline and drive that define his business. Sebastian, his parents, and his sister are all runners. Combined, they've completed fourteen marathons, with Sebastian contributing one and planning more.



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Running and biking along the lakefront help him reset, but when he wants to unwind, it's all about film. He avidly studies directors, scores, story structure, and more—Christopher Nolan, Quentin Tarantino, Denzel Washington, and Hans Zimmer are among his favorites.

Through his running, he supports Team World Vision, a fundraising arm for the relief organization, World Vision, which supports children who lack the supportive foundation he was fortunate to grow up with. It's another way he extends the legacy his parents began.

When asked how he defines success, Sebastian says, "Success is never a destination. It's something you pursue in perpetuity," he says. "The beauty lies in the chase."

Because for Sebastian, winning isn't measured by the outcome. It's measured by who you become through the work—by serving hard, growing constantly, and stepping toward challenges instead of away from them.



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