



A natural born leader, Henrik Alaverdyan of John Hart Real Estate wasted no time pursuing his passion for real estate. Graduating from high school in 2009, he jumped right into the business and has been busy accomplishing goal after goal ever since. “I’ve always played sports from a very young age, which instilled a lot of character in me. From basketball to mixed martial arts, it’s taught me commitment, dedication, how to be a leader, and never give up,” says Henrik. “I took all those positive traits and applied

them to real estate. I always knew it would be a good fit for me.”

Although he faced some challenges in the beginning of his career, Henrik has gone on to accomplish so much in the just seven years in the business. “I was so young when I started so no one was really taking me seriously,” Henrik says with a laugh. “But I knew it was only a matter of time before my career would take off.”

And taken off it has. Henrik has been recognized by various industry publications, has been a featured guest on Business Innovators Radio Show hosted by Keith Dougherty, and ranked among the top 10 agents for customer satisfaction in Southern California. “This has been a huge year for me, and without my clients, none of this would have ever been possible. I appreciate them so much,” Henrik says.

In fact, Henrik not only appreciates his clients, he goes out of his way to provide a level of customer experience beyond what they expect. It’s also the reason he can boast a referral rate of over 70%. “My clients are always my number one priority. I realize there is a lot of competition in this industry, so I have to make sure that I am unique and that the service I provide goes beyond even my own

expectations,” says Henrik. “I am always at the top of my game. I’m constantly seeking to further my education in this business and looking for ways to perfect my craft. I take this very profession very seriously, and value the trust and confidence my clients have in me.”

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Serving clients throughout San Fernando and San Gabriel Valleys, Burbank, Glendale, and surrounding areas, Henrik focuses on listings as a way to provide inventory for his buyers. “My passion is to create wealth for my clients through real estate acquisition or exchange. I will stop at nothing to get as many listings as I can,” Henrik says. “I also enjoy working with foreclosures and it’s really given me an amazing reputation in the community.”

However, it isn’t just his work that’s gained him such a positive reputation; his work ethic, instilled in him by his father, is also second to none. “The best advice I ever received was from my dad. He’s always told me — and still does — to do what you say you’re going to do, return phone calls, reply to emails in a timely manner, and always address problems head on. You must accept responsibility for any mistakes you make and correct the issues immediately,” says Henrik. “Most importantly, be honest — even if it’s a deal breaker — and treat people fairly.”

Because real estate isn’t just a job for Henrik, but a way of life that he truly loves, he doesn’t often have much time to spare. However, he does make time to enjoy life’s pleasures. “Most of the time I’m working out because I love going to the gym and training. I also love to hike and go to the beach, but most of all I enjoy spending time with my family and friends.”

In the future, Henrik looks forward to continuing to serve his clients at a high level while learning and growing as an agent. “I always want to put my clients in the best position possible and the only way I can do that is to keep learning,” says Henrik. “I’ll never know everything, but I can promise you that I’ll never stop trying to learn. I’m like a sponge and I want to absorb it all!”

Henrik Alaverdyan

JohnHart Real Estate | Glendale, CA

818.731.4649 | henrika@jhagents.com | www.henriksells.com