



David Arustamian grew up in a family of self-made successes. Originally born in Azerbaijan, David and his family immigrated to the United States as refugees, doing just about anything and everything to make ends meet and build their own version of the American Dream. After years of hardscrabble efforts, David's father — his role model — began building his own business, and David found his inspiration in launching a successful eBay enterprise at the young age of 14. Soon enough, he'd paired up with a local car dealership to expand their reach, selling

used cars online across the country. Already a practiced salesman, David set his sights on the next big challenge: real estate. He earned his license in Massachusetts in 2009, and after a relocation to Arizona a few years ago, he's since carved out a reputation for thorough, communicative, and trustworthy service as a budding real estate aficionado.

While much of his work is focused in Phoenix's Southeast Valley and Scottsdale, David goes where clients lead. He works primarily in listing properties that have had little success thus far — those that have expired, were canceled, or are for sale by owner. "These are the sellers who most need us and our expertise," David explains. "They've likely had a bad experience in the past, and they're looking for someone to turn it around for them. That's where we come in." To transform the sales of his clients' homes, David prioritizes steadfast communication, innovative techniques, and utmost professionalism. Beyond those attributes, David cites his unflagging work ethic as one of the main drivers of his success to date. "The number one reason clients work with me is because I outwork any other agent in every part of the sales process," he says. "I earn my clients top dollar, and get them moved where they want and in the timeframe they want." His track record thus far is a testament to David's upbeat, proactive attitude. In his first year in the business, he spearheaded 14 transactions. By his second year, he more than doubled that figure. Even after the adjustment period inherent in relocating to a new region, he's made the Phoenix area his cherished home, offering clients masterfully in-depth knowledge of the local inventory and market. "I'd never go anywhere else," he says of his adopted hometown.

To ensure that listings move off the market with speed and at a desirable price point, David takes an active approach to marketing. He stages calling campaigns, goes door-knocking, and leverages Sotheby's global imprint. Likewise, his involvement in two professional coaching networks ensures that access to the top agents around the world will add visibility to properties headed to market. Targeted campaigns across social media and the leading digital listing platforms also promote prime exposure for properties making their debut. "My clients know and understand the goals I've set for their properties, and it's my job to help as many people as possible transform their home sale or purchase into the smoothest transaction they've ever experienced," he says. "I want to knock people's socks off with the level of service I provide. When my clients are happy and I know I've surpassed their expectations — that's what gives me the drive to continue doing what I'm doing."

Beyond the office, David is always making moves to better himself and sharpen his professional acumen. As a big believer in continued education and mentorship, he arms himself with coaching programs that develop his skills for tomorrow's market. "No matter how good you are, there's always someone who's better that you can learn from," he says. "I surround myself with people who are aligned with the goals I have set and who can help me grow." In his rare free hours, David most enjoys spending time with loved ones, devoting every Saturday morning to breakfast with his family in Scottsdale. He's also a major car enthusiast and likes traveling to Cars & Coffee events around the Phoenix area and beyond.

As for the future of his business, David has plans to continue developing his imprint in the area, with hopes to assemble a comprehensive real estate team — The Agent DA Team — which will include two buyers' agents, a transaction coordinator, a listing coordinator, and a full-time in-house assistant, all by the end of 2018. "Our team's mission is to provide unparalleled service and outwork our competition daily, and to have our clients become repeat clients — along with their friends, family, and neighbors," he says. "We want to set a new real estate standard for the Phoenix area." With a thriving career already in bloom and an incisive game plan in place for the years ahead, the best is assuredly still to come for David Arustamian.

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