



A native Angeleno who grew up on the Westside, Adam Glick has quickly become a rising star. Adam graduated from the University of Arizona, where he earned a degree in psychology, focused on special education. While he enjoyed a successful turn working with special needs children upon graduation, he soon set his sights on real estate as his next challenge, and set out to build a brand, honing his skillset and forging lasting relationships with clients of all kinds. Today, Adam has built a strong

following based on an honorable reputation for personalized service, strong moral character and a proven track record. Likewise, he has earned impressive accolades along the way, including a \$4,225,000 sale, which still holds the record as the highest price per square foot residence in Cheviot Hills.

Even with his successes, Adam remains humble and attuned to his clients' needs — whether buying or selling. In fact, he serves a diverse array of clients that includes first-time homebuyers, downsizing seniors, those selling homes due to the loss of elderly family members, fixer-uppers and everywhere in between. Adam also works with developers and rebuilds older properties. Based on the Westside, he serves the regional market from Beverly Hills to Venice, Santa Monica to the Palisades. As part of the Ron Wynn Team of Coldwell Banker, Adam has also managed to accrue roughly 50% of his business through repeat and referral clientele.

To account for his successes thus far, Adam cites honesty, a collaborative attitude, and an unflinching work ethic as the central attributes of his working style. "I'm client-driven," he explains. "To me, it's never about a single transaction. I always make myself available and know that communication is extremely important. I never want clients to second-guess or wonder what's going on during a transaction. I always follow up with feedback and keep them informed throughout." Adam builds a rapport with his clientele through listening, asking questions, and taking a cooperative approach. "Trust, respect, and communication are central to what I do," he says. "I let my clients know what they need to hear, not just what they want to hear. It's important to be honest, be yourself, and let clients like you for who you are. That way, we can work as a team together."

When it comes to listing properties, Adam's record-breaking experience may speak for itself, but he applies an effective combination of traditional and digital marketing to net ideal results for home sellers. "I want to add value for my clients," he says. "I really have all types of services to offer — from access to contractors and painters, to handymen. I want my clients to know me as more than the average REALTOR® — as someone energetic, down to earth, and hungry to do better." While online exposure is an integral component of marketing, Adam also spends multiple hours on door-knocking excursions that ensure he builds a face-to-face relationship with the community. He also credits his educational background and first-hand knowledge of the city as key factors that separate him from the everyday agent. "I'm a good listener and good observer," he explains. "You have to look outside the box, and I've really benefited from my education in that way. I believe in hard work and I know nothing is given to you in this business, so I'm always focusing on solutions and next steps."

To give back to his hometown, Adam takes an active role in the community landscape. He participates in an annual Thanksgiving food drive for the Westside Food Bank, spends time at area senior living homes where he presides as a bingo master and a jack-of-all-trades volunteer, and he also partners with local schools to reconnect with his passion for education and special needs children. In his remaining free hours beyond the office and community commitments, Adam most enjoys time spent with family and loved ones, staying active through sports, catching a live show, and hitting the beach.

Looking toward the future, Adam is focused on increasing his growth and expanding into development, further cementing his brand, and continuing his steadfast service in the Westside community. Finally, Adam Glick considers lessons learned and what he values most about his chosen field. "It's all about building relationships," he says. "Honesty always wins and I work hard and do whatever it takes to makes the whole process a smooth success for my clients. There are always things that are out of our control, but it's about staying calm and continuing on strong," he continues. "What I love about this business is that no two days are the same. From one day to the next, I can help a first-time buyer into a great home, or I can help an elderly couple downsize. Either way, buying or selling involves the biggest investments of someone's life, and for me to be part of that is extremely humbling, exciting, and very rewarding as well."

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