

featuredagent

magazine

*Melania
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Melania Mirzakhanian

A risk taker at heart, Melania Mirzakhanian moved to the United States after graduating from High School in Germany, to pursue her dream of entrepreneurship. Growing up with her father active in construction, Melania always had an interest in real estate. This interest was bolstered when she started working for an appraisal firm while also attending college in Los Angeles.

In no time, Melania obtained her appraiser license and within the same year her real estate license, working herself up to one of the top selling agents. “This was a natural choice for me. I fell in love with the different aspects of real estate,” Melania

remembers. The legal side is yet another aspect of real estate that piqued Melania’s interest and she obtained her law degree with an emphasis in real estate law in 2010.

Never one to shy away from a challenge, Melania took on the task to help build and manage Tomea Real Estate. A company of only six years, Tomea Real Estate has expanded to also include property management services, and also holds highly sought-after workshops for the public and those interested in becoming real estate agents. Under Melania’s leadership, the team of Tomea Real Estate has grown to serve San Diego, North County as well as Orange

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County and Los Angeles County. What's more, she has built an authentic reputation for service that is knowledgeable, individually tailored, and founded on integrity. Melania's expertise and dedication to clients has been recognized by the Circle of Excellence Award for being in the top 5% of REALTORS® in San Diego, and she has been honored as a local woman of influence and inspiration with the The San Diego Daily Transcript's Woman of Influence Award.

A combination of real estate broker and attorney specializing in real estate law, and with a background in business, Melania is a force to be reckoned with. “I have 17 years of experience and including my law background, I am extremely knowledgeable. I'm able to keep things calm and ordered whether I'm working with buyers or sellers,” Melania says. “I know the market and I take my time to educate clients beforehand so they know what to expect from the process. I do my best to avoid the roller coaster of emotions during a transaction and try to ensure my buyer or seller is well-informed.”

With 90% of her business driven by repeat and referral clientele, Melania has established a proven track record of success to date. Her guiding pillars are strategy, excellence and integrity. “I meet clients and go geographically where I'm needed because I'm client-focused. It doesn't matter whether I'm working with first-time homebuyers on a budget or if I'm working toward a custom home,” she says. “I really enjoy the diversity of working with different people and different transactions. I believe that clients should be able to trust their agent and work with a REALTOR® who takes pride in their business. I still look forward to every single day of my work

and enjoy the process of getting to know my clients on a personal level. As a matter of fact, most of my clients become friends.”

When it comes to listing properties, Melania and her team turn to digital marketing to ensure wide-ranging exposure. Using customized strategies for each property, Melania identifies target audiences and leverages open houses and memorable presentations to draw interest from prospective buyers, near and far. “We consider every angle and look at each property differently,” she says. “I love that every client and property are unique. Buying or selling a property is a huge milestone, and it's my





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job to anticipate problems and prepare solutions. I’ve always seen my work as a chess game, and that keeps it exciting. It’s all about providing a 360-degree experience for our clients.”

Beyond the office, Melania gives back to her community through organizations related to early childhood education — a cause close to her heart. Recently, her office sponsored the gardening program at the local Alice Birney Elementary School in San Diego’s Hillcrest neighborhood. Melania’s office also hosts an annual art show to support local artists, and participates in area food and toy drives for children. In her remaining free hours, Melania most enjoys reading, visiting the beach, hosting barbecues for family and friends, and spending quality time with her nephew.

Looking toward the future, Melania intends to continue growing her business steadily, and implement her recently earned lending license to further expand her services. “I plan to continue surrounding myself with wonderful clients and agents on my team,” she says. “I always look forward to building on long-term relationships.”

Now, with close to two decades of experience behind her, Melania Mirzakhania considers what she enjoys most about her chosen career thus far. “I really enjoy taking the time to get to know each client I work with,” she reflects. “It’s not just about completing a single transaction; it’s about focusing on my clients’ long-term prospects and goals. I’ve always believed that what you put in is what you get out, and you have to be true to yourself along the way.”

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