

featured agent

magazine

Kim
Jarrouj



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Kim Jarrouj has roots in Charleston; her mother grew up there, and Kim recalls visiting her grandparents frequently during her childhood. When she met her husband there while in college, they made Charleston home. After their first child was born, Kim and her husband decided it was time to find a bigger home. They put theirs on the market as a for sale by owner listing, and were able to close on it in just 12 days. That experience inspired Kim to pursue a future in the real estate industry.

Kim got her real estate license in 2009, and now serves Kanawha and Putnam counties and the surrounding areas in West Virginia. She works with both residential and commercial properties, and has certifications in luxury homes and military relocation. She has always had a particular interest in working with first-time home buyers, and has slowly been transitioning toward working with step-up homes and luxury properties, making her well-equipped to work with a wide variety of clients.

With her history in sales and self-employment, it's no wonder clients continue to return to Kim. More than 90% of her business comes from repeat clients and referrals and she makes sure that her values are conveyed to everyone she works with. She says, "I take pride in being honest and trustworthy, and always have my clients' best interest at heart."

Kim has been well-rewarded and recognized for her work. She will be featured on the cover of Real Producers Magazine, and has been nominated for the SUCCESS Magazine National Trendsetter award. She was proud to be recognized as the ICON Agent for eXp Realty in both 2020 and 2021. In addition, she was the top producing agent with eXp Realty in West Virginia in 2021. She has been rookie of the year, a member of Berkshire Hathaway's Leading Edge Society in 2018, a member of the million dollar club since 2010, and has received high rankings from fastexpert.com, expertise.com, and propertyspark.com. With an obvious passion for real estate, Kim is an agent clients will return to every time.

It has always been important to Kim to be an active

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member in her community. She served on the board and helped the Ronald McDonald house bring back the McGala after its three year hiatus, and co-chaired the event alongside her husband for almost ten years. Together, they have donated and helped to raise millions for the charity. She says, “It’s important for me to give back to my community. I am so grateful to do what I love every day, and hope to share that joy through acts of kindness.” Most of her marketing dollars are spent helping local schools, universities and other worthy causes in her community. In the past, she’s donated branded water bottles to local concession stands, sponsored sports teams, community 5Ks, and even made care packages for businesses during the pandemic so she could help others while promoting her brand. All of her branded gifts and donations are sourced from local businesses to further support West Virginia.

Currently, Kim serves on the local Kanawha Valley Board of REALTORS® forms committee and has fantastic working relationships with others in the industry, such as agents, lenders, appraisers, inspectors, and title and closing companies. Kim says, “I love being a REALTOR®, and I love sharing my passion with others. I take every opportunity I can to get involved with and help educate other agents in West Virginia.” Her words to live by are Maya Angelou’s “When you learn, teach. When you get, give.”

Kim uses live and professionally produced videos to help educate future buyers and sellers, assist current homeowners with household tips, help fellow REALTORS® by sharing videos to uplift them and educate them on marketing strategies. She is honored to be a mentor through eXp Realty, and enjoys helping new agents get started in the industry.

Kim’s brand is only continuing to grow. In the future,





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she hopes to work with local organizations to host more events in her community. She says, “In the future, I’d like to collaborate with other brokerages to make changes in local circles, like building housing for those in need or teaching courses for first-time home buyers about industry and transaction tips.”

Kim has co-owned the Olive Tree Cafe & Catering with her husband for seven years, which is a thriving restaurant in South Charleston. While she has been more hands-on

with the business in the past, Kim’s thriving real estate business does not allow her much opportunity to assist her husband, but she still likes to offer input on marketing and help with special events. As a mother of four, when she’s not working, Kim can be found cheering on her children at their sports games, and also enjoys unwinding by listening to podcasts and audiobooks. An expert in the industry with a keen eye for marketing, Kim Jarrouj is an agent that can be an asset for clients no matter what their needs may be.

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