

# TOP AGENT

MAGAZINE

AARON  
KIRMAN







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It's not every day you come across someone who has sold more 2.5 billion dollars in real estate, but that is exactly what Aaron Kirman has done. With his current inventory at \$600 million, he is truly a rare find in this industry, and is showing no signs of slowing down. Currently the President of the International Estates Division at the John Aaroe Group in Beverly Hills, he specializes in estates and architecturally significant properties. Aaron virtually owns the global and Los Angeles real estate market, and many of his clients are international. With an eye for detail and a strong knowledge of design,

Aaron has sold notable homes by architects like Neutra, Koenig, Shindler, Lautner, and more. He has sold Oscar Niemeyer's only home in North America, and 'Lions Gate' by architect Paul Williams. His client base includes many celebrities, international elite, royal family members, and Fortune 500 executives. As one of the top agents in the country, he sold \$250 million in 2013 and \$297 million in 2014.

With all of this activity and a wide network of connections, it is unsurprising to discover Aaron is highly sought after by the media. He's been





featured on CNBC's 'Secret Lives of the Super Rich,' CNN, MSNBC, FOX, HGTV, and written about in the Los Angeles Times, New York Times, Architectural Digest, Architectural Record, Angeleno Magazine, and Hollywood Reporter. Everyone wants to know his secret to success, but replicating his exceptional growth and production volume is a difficult feat, which is exactly why Aaron is so unique. If he has any secret to success, it's his natural talent for building relationships with high-end clientele.

"I've really just lived my life and

real estate follows," he explains. "I meet a lot of wealthy people along the way, and I meet them in things I do in my every day life. Whether I'm traveling or attending events, I'm always meeting people."

Aaron is passionate not only about real estate, but also cuisine, traveling, design, art and culture. His interests are wide, allowing him to connect on a deeper level with those he meets. He can talk for hours with someone about his trip to Rio de Janeiro or Paris, and endlessly discuss the trends in architecture and business all over the world. And once those people turn into clients, they are happy to find that ability to connect doesn't end.

"I'm very myself with my clients, we really have a lot of fun," he says. Many of his clients start out as friends and remain friends after the transaction, referring him to anyone and everyone they know who needs real estate assistance.

Aaron's business is a well-oiled machine, running smoothly and efficiently at all times. Having a team spirit has played an integral part in his achievements. He has a group of talented team members and partners



including architects, developers, investors and other agents. “No one can do it all by themselves, it’s really important to have a group of partners,” he says. “I like co-listings, whether it’s with my partners or agents. I am honored to head a division of such talented individuals with drive and team spirit.”

Knowledgeable about all aspects of the real estate world, he is also a Los Angeles expert, understanding every inch of the town. He was born in raised in this city, and attended the University of Southern California for college. Aaron distinctly remembers his passion for real estate tracing back to childhood, when he would ask his parents to take him to open houses, even when they had no desire to move.

“I always knew that real estate was what I wanted to do in life,” he says. Once he turned 18, he began working in the industry, learning as much as he could while studying for his degree in business and communications. Throughout that time, he worked for many of the best developers and brokers in town, giving him profound insight into what it takes to succeed in this industry. Graduating with his bachelor’s in 2000, he earned his







real estate license shortly thereafter, and began working for a boutique architecture brokerage firm. Hilton & Hyland welcomed him to their team in 2005 as the Executive Director of their Architectural Division, where he remained for years. Today he is the President of the Estates Division at John Aaroe Group, and is excited to continue building his business and breaking records. He now represents the most prestigious and expensive real estate across the globe.

“I love everything about it. I love the properties, the clients, the lifestyle and the freedom,” Aaron says.





Though most equate the real estate industry with nonstop work, Aaron does make sure he has a life balance. Socializing and traveling is a vital part of his business, as is his involvement with the community. “Being a member of the community is important. I give back as often as possible and I’m vocal about decisions in the area,” he says. “I make a conscious effort to have off-hours so I can get involved, build relationships and spend time with family.”

It is clear that Aaron has set high goals for himself in his career and life, and is making astounding progress. No goal is too lofty for him to reach for, and he intends to take full advantage of all the opportunities this path has in store for him.

“If you’re good at real estate and you’re successful, it’s one of the greatest jobs out there. It gives you the ability to be creative, and the sky’s the limit from income to opportunities.”

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For more information about Aaron Kirman, President International Estates Division at John Aaroe Group, please call 424-249-7162 or email [aaronkirman@gmail.com](mailto:aaronkirman@gmail.com)