

# TOP AGENT

MAGAZINE

KIM ZITON



# Kim Ziton

Multi-Million Dollar Producer Kim Ziton says branding is an essential component for a successful real estate career. “As a Real Estate Consultant, understand your niche market and specialty,” advises Kim. For Kim, that niche is luxury homes, though she applies her expertise and skill set at every price point.

Kim has been working in real estate since she was in her early twenties, starting her career in new construction. For two years, she sold at the Bearpath Golf and Country Club, a gated golf course community designed by Jack Nicklaus, before moving to another high end development. Kim then spent over 15 years with Kootenia Homes selling luxury custom homes and properties.

When the construction market took a downturn, Kim decided to shift her business. She had always referred out existing homes but would take

on family and friends. Her business took off and she eventually let go of new construction to focus on her new venture, which has been a success for the past six years.

The agent has received many accolades including *Minneapolis/St. Paul Magazine's* “Super Agent” (2011-2014) and Best Real Estate Agent in Woodbury (2013, 2014.) She has appeared in the Minneapolis St Paul Business Journal “Book of Lists: Residential Rock Star (2013, 2014) and consistently ranks among the top real estate agents in Real Trends “America’s Best Real Estate Agents” lists, which ranks agents and teams by transaction sides and sales volume.

For Kim, her total sales volume is an important indicator of success. In 2013, she sold \$34 million in residential estate transactions, a number that just keeps growing. Kim is proud to be #1 Agent in Production



Sales in Woodbury for 2012, 2013 and 2014, as well as the #1 Agent in Production Sales in the Region for all Keller Williams Premier Realty for 2012, 2013, and 2014. In total, she has closed over \$260 million in sales.

How has Kim achieved this level of success? She says she already had her own network in place, as well as name recognition for knowing the luxury market. “I had the confidence

and knowledge from working with a reputable company. I just needed to brand myself in a new way,” she adds.

To solidify her footing in her market, she earned her Certified Luxury Home Marketing Specialist and Certified Residential Specialist certifications. She is a member of The Institute for Luxury Home Marketing. Through the Institute, she is also a member

---

---

“I understand and appreciate the marketplace at all price points. Superior market knowledge is the key to success.”

---

---



of the International Real Estate Network Proxio. She has also been recognized by the institute for her performance in the million-dollar and above luxury market and has earned a membership in the Million Dollar Guild.

Though Kim does have experience in her niche, she says she enjoys working with clients at all price

points. “I work with mid-range buyers who are moving up to the luxury market, as well as with clients who are downsizing. I understand and appreciate the marketplace at all price points. Superior market knowledge is the key to success,” she shares.

“My clients know I am available 24/7. When they hire me, they get ME,” she





shares. The agent credits her ongoing success and accomplishments to the commitment and exposure she gives her clients, using everything from online presence to print and direct mailers in an age when many agents

only rely on the internet. Though she often carries a large client base at a time, she is still driven to do more. “As an agent,” she adds, “I have to be one step ahead of what’s going on, with a long term vision.”

**kww**  
KELLERWILLIAMS.  
PREMIER REALTY

659 Bielenberg Drive. Woodbury, MN 55125

For more information  
on Kim Ziton,  
visit [www.kimziton.com](http://www.kimziton.com).  
Contact Kim Ziton at  
[kim@kimziton.com](mailto:kim@kimziton.com)  
or (612) 987-6835