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# kiani

KOMEIZI

KIANI REALTY LLC

## A WEALTH OF KNOWLEDGE

By Emily Williams

*Two transactions were all it took for Kiani Komeizi, REALTOR® and CEO of KIANI Realty, to fall in love with selling real estate. She got to that point through a series of unfortunate events that reshaped her future.*



Photo by Scott Edwards, EFG Image, LLC

A graduate of the University of Houston School of Architecture, Kiani had been working as an architect when she was abruptly laid off. In the same week, ITT Technical Institute declared bankruptcy and closed its doors in the school where she taught architectural courses.

It was her husband who pushed her in the direction of real estate. He thought her love of buildings, social nature, and good communication skills would make her a natural fit.

“I was jobless, and I’m like, OK, let me get that license,” Kiani shared.

At only six months in, Kiani recognized that she’d found her calling.

“I’d just done two transactions, but I knew this was my thing. It makes me so happy when I help people out and give them the right advice,” she said.

When her previous job decided to reopen her old department, they called her to come back. But, of course, she declined — she was right where she was supposed to be.

Her architectural background gives her a unique leg up in the industry. She can walk into a home and see its potential where others may not. In addition, she can offer insight on design and renovations, and, having flipped homes herself, she’s familiar with local building and city codes.

“I know the ins and outs of the house, the construction, the material, the labor cost, and interior design,” she noted.

Empowering her clients with knowledge is essential to Kiani, not just on the design and construction side but also on the intricacies of the deal.

“Education is the key,” she explained. “So I started telling people, like, what is the option fee? What is earnest money? Can you get that money back in this situation? People love that—instead of being blindfolded and making them jump into something, I ensured they understood the whole situation to make a decision. I will never decide for them. I give them enough knowledge to confidently make the decision themselves.”

@realproducers

Photo by Erfan Sharifi, Zeon Photography

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Originally from Iran, Kiani immigrated to the United States with her family at the age of 16 so she could continue her education.

“In the beginning, it was not easy because we left family, and we left friends back home,” she shared. “But now I’ve spent more than half of my life in Houston, and I can’t imagine anywhere else. Houston is home. We love this multicultural, colorful city.”



Photo by Scott Edwards, EFG Image, LLC

Her husband Rafee, also from Iran, added, “We started with nothing as immigrants to pursue higher education and happiness. And it all happened. We went to school, got educated, worked hard, and achieved so much. So I think this is the actual American dream, you know?”

Now with seven years of real estate under her belt, Kiani runs her brokerage, and she has plans for growth on the horizon. While she wants to keep the boutique feel of the agency, she is looking to expand into the Dallas and San Antonio areas.

She also plans to open two new departments: luxury and leasing units. These

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two units illustrate the wide range of client needs that Kiani and her team can meet. Whether someone is looking for a top-dollar property to purchase or a home to lease, for Kiani, it's not about the commission. Instead, it's about the relationships built.

"I've had so many lease clients. Because I was very in touch with them and because they felt like family or close friends. They came back to me to purchase, even years after they leased properties," she remarked.

With such a busy career, Kiani is still perfecting the art of juggling work and life and finding the right balance

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between the two. In her free time, she enjoys traveling with her husband and spending time with her family, who are all now located in the Houston area.

Kiani advises other REALTORS® not to play the comparison game, especially when first starting.

"Everyone has a different path, goes through a different journey, and I want to make sure they motivate themselves. Don't give up. From the get-go, it's not easy," she noted. "At the end of the day, this is your business, and you must do everything you can to grow."

