

TOP AGENT MAGAZINE

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ADAM COE

When asked how he happened upon real estate, agent Adam Coe responded by simply stating “real estate runs in the family.” He continued by saying that his uncle was a commercial REALTOR® and his father

bought and sold real estate for personal investments, so he always felt surrounded by the industry. Adam started his career doing advertising and marketing for Continental Homes and really enjoyed the industry, which led him to pursue a real estate license. Today, more than 12 years since the birth of his career in 1997, Adam continues to faithfully and successfully serve the Phoenix area. In particular, he serves the east valley in locations such as Scottsdale, Chandler, Gilbert, and the SanTan Valley. He specializes in 1st time investors and 2nd generation buyers, though he also stated that he was open to all types of business. In Adam's words, “diversity is everything,” which makes the real estate world the perfect place as he enjoys working with all types of people.

Adam was happy to point out that his referral base has steadily been growing, and that up to 95% of his business stems from referrals. When asked what factors of his business practice set Adam apart from others in his field, he had many answers. For one, Adam stated that he always made it a mission to keep in touch with his clientele, and that his “#1 thing was communication.” He also stated that ethics were very important to him, and that he felt that he always caters to individual needs and expectations of his customers. Adams previous clients have mentioned that they appreciate his integrity and the ease of his walk thru system. One client was more than happy to recommend Adam, saying: “Adam is not only incredibly

knowledgeable of the real estate market in Phoenix and surrounding areas but has one particular special quality that most of the other agents we have met do not have. He went above and beyond the normal duties of a real estate agent by assisting us with door lock changes and educating us with regards to the way things are done in Phoenix.” Adam always tells his customers “we’re not in the real estate business. We’re really in the business of helping people get what they want.” The confidence Adam exerts in his line of work and the fact that his past clients do not bat an eye when recommending him really drive his success. The fact that his referral list is constantly growing proves that more and more people are willing to put their trust in Adam, and clients rarely come out of an experience disappointed.

Adam admits that social media does not yet play a major role in his business practice, instead he noted that, in real estate, you still “need the personal touch.” Adam regularly holds client “get-togethers,” and enjoys keeping in touch with clients. His website, adamcoe.com, is loaded with positive feedback and positive recognition. Adam is recognized as a top-quality agent throughout the industry, and has the awards to prove it; such as “Realty Exec Top Agents” recognition. Outside of his successful real estate career, Adam is a family man and enjoys riding bikes and describes himself as an “avid runner.” He has even been training for his second half marathon for quite some time, and hopes to run three this year.

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