

JIBID “JAY” KNAJIAN

Written by Haley Freeman

As a teenager, Jay Knajian fell in love with the beautiful homes and the remarkable lifestyle in Orange County when she accompanied her

parents to look for a home. She took her first job as a receptionist at a real estate office when she was 17 years old, and she was so eager to become an agent, she began studying for her real estate license while she was still in high school. She could hardly wait to turn 18 and become a Realtor®. Jay started selling homes the summer after she graduated from high school, but she was determined to become a true expert in her field. While beginning her career, she attended California State University, Long Beach, where she earned her business degree with an emphasis in real estate finance and law.

Today, Jay is a buyer's agent with one of Orange County's most distinguished real estate teams, the Stepanian Group at Keller Williams Realty in Irvine. Her lifelong connection to the community and depth of industry knowledge are assets to a team known for its local expertise and unparalleled standard of service. "I've lived in Orange County since 1979, and in the Irvine area my whole adult life," Jay says. "I lived here when Columbus Grove was not built yet and was still old military housing, and I remember when many neighborhoods were still orange groves. I've watched this community being built."

**“Local Expertise
Lifelong Passion”**

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While she is personally familiar with all of OC and will work with buyers wherever they need her, Jay focuses much of her real estate practice in Irvine, Tustin, Newport Beach and South Orange County. A stakeholder in the Irvine community, she can advise clients on more than just current inventory and price-per-square-foot. "I'm a resident, homeowner, business owner and mom here. I have a son in the Irvine school district, and a daughter in a local preschool. My husband, Razmig Knajian, also owns a business in Irvine, Vision Experts Optometry. Because of these associations, I have personal insight into information people can't find on the internet. This is where a Realtor® brings true value to a real estate transaction. In this digital world, people are losing their personal connection to the communities where they want to live and raise their families. I bring that one-on-one contact and advice that you can't get from a computer."

Jay's prior industry experience also includes office management, so she is detail-oriented and proficient in reviewing contracts, maintaining compliance standards and marketing. In her dealings with buyers, Jay is known for her honesty and patience. She is never pushy, and she takes time to fully educate her clients about their options. When a transaction is challenging, she keeps communication open and works with her team to create solutions. "I treat my clients like family. I wouldn't sell a client something that I wouldn't sell to a member of my own family. Fred and Esther Stepanian have a wonderful system in place, and our transactions close very successfully. When unique situations come up, it's a growth opportunity for me as a professional. Communication is key, and it makes anything possible. I'm excited to be working with such a professional team."

Jay has never lost the passion she felt for real estate when she was just a young woman beginning her career. Today, when her clients hire her to help them select the perfect home in Orange County, they get the benefit of both her enthusiasm and her experience. "I love the feeling I get when I help someone find the right home, whether they are a first-time buyer experiencing the thrill of buying a home of their own, or an investor purchasing their 10th property and knowing they made a good investment. Either way, I have the satisfaction of knowing I helped them achieve it. I'm excited about what I do, and I look forward to the future."

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