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Interview with Mr. and Mrs. Kiran Vedantam of Kirans & Associates Realty

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Asia Today had the privileged opportunity to talk with Mr. Kiran Vedantam and his wife who is also named Kiran of Kirans and Associates Realty. located in Chandler at the back of Makutu's island, they have a wonderful office where they shared more about their company "Kiran & Associates Realty".

About the Vedantams...

Kiran is originally from Hyderabad and came to Arizona State University to get his Masters at ASU, where he met his beautiful wife. Mrs. Vedantam came to the USA after 12th grade and acquired both her Bachelors and Masters in Electrical engineering from ASU. Kiran also worked as a Software Engineer at Intel. Having been married for 16 years, they have two kids Rushil (10) and Ruhee (8). Mrs. Vedantam also worked as a Software Engineer but quit her job when their first child was born. Kiran has 8 years of experience in both the corporate software field and the realty world in which he is excelling today. He has seen both sides of the corporate and entrepreneurship world and has interacted with a wide variety of personalities. Due to this vast experience, they both have an expertise they can share with others for a good head start.

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Why Real Estate?...

Having spent countless years getting their engineering degrees, we were keen to find out why they chose Real Estate over engineering. Kiran responded saying that after marriage, his wife had clear visions about their future with the growing family. They did not want to spend 40-50 hours working hard and fulfilling others dreams. Money was not the priority but raising a family and spending quality time with them was more important. They started looking for opportunities and Real Estate looked impressive. Because of their positive credit score and the money they had built up over the years from saving, they thought of investing in this field. They started getting extremely positive results and money started flowing in no time. To sharpen their skill and enhance their knowledge, they underwent lots of trainings in this field and spent thousands of dollars and time. Finally all their hard work paid off and they acquired realtor certificates. In no time, lots of relatives and friends started approaching them asking where to invest and how to invest. With their sound knowledge and experience in this field, Kirans advised them on how to get started. Kirans' investment tips were highly appreciated and with all these motivations the company grew and grew and now they have a total of 16 real agents in the company.

Why Only Real Estate?...

As we heard the story, we wondered why only Real Estate? There are many such opportunities in insurance, convenience stores, etc. And the response was research based. Kirans' replied that after doing a lot of research and analysis, they found that 90% of millionaires have their hands in real estate. There is typically a very good return in this business and investment cost is low, usually just the down payment. Most other businesses required larger investments.

When they got married, they bought a house for 180k whose value increased to 220k in little time. This motivated them a lot and then they started making further small investments in real estate. Also, it was hard to find mentors who could really teach about other opportunities but there were many mentors readily available in the Real Estate industry. To keep giving back, after getting their own license, they also started mentoring others which increased their knowledge. In 2005, they finally started their own company and finally in 2008, Mr. Kiran left his software job to go full time into the real estate field.

Are they Happy...

The natural question after the talks about their road to real estate was if Arizona is a good real estate market and they came to that answer in an interesting manner. Because of their engineering backgrounds, they analyzed the market in a non-conventional manner. 2007 and 2008, not too long after they started in Real Estate, were the worst phase for most realtors and a lot of them lost their money during this phase. In contrast, Kirans' unconventional approach and strategic analysis of the market earned them their first million during this crisis period. Arizona has a lot of potential since there are a high number of people settling here. With such trending markets, one can buy when markets are low and sell when markets are high. They have trained their agents to understand the market trends in an elaborate manner and are on the verge of compiling a book which will contain all their experiences and learnings in real estate.

A Venture into the Writing Industry....Their Upcoming Book

Their upcoming book is mainly meant for the families who have an inclination and interest towards real estate and their contribution back to society. It will contain a step by step approach to invest in this area. Based on simplicity so anyone can follow it, it will still contain intricate details to be successful in real estate investments. The goal is to educate naive investors and guide them in their investment decisions. Kirans' further added they will be pouring all their learning from their vast experience in this field. Having had thousands of experiences, it is a challenge to limit the number of pages in the book but it will contain 200 pages so they are trying hard to concise and crunch their best and most educational experiences. And, as is deserved, the book will be titled, "Cracking the Real Estate Code" and will be given to all their customers.

Final Message for Asia Today Readers ...

The final and very uplifting message they had for our readers was do not define boundaries within your heart because if you do, you will not be able to reach your goals. Their opinion was that people should understand the metrics and the dynamics of real estate. Once they procure proper knowledge, they will be comfortable in investing. There is lot of potential in Arizona because of which Kirans' company is investing in many areas. As there is a huge influx of people settling here, there is a golden opportunity for Realtors. With proper knowledge and guidance from experienced realtor, one can earn handsomely. Though investment in real estate has good returns, one needs to be careful as well because one can incur heavy losses without proper guidance. Real estate is an alternative to keeping our money stagnant in banks and with a very small down payment, people can really get started. Try to work alone and use partners as a backup when you want to sell your property but do not have greedy partners with you but rather those that are ready to stand with you in good or bad. Investing the right way in the right assets with the help of the right person is the key to success. So associate with the right people and engage them properly and professionally. Figure out what you want and focus hard on what you want to the extent that you see it in your dreams. That is the only way big entrepreneurs have evolve.

Final Words...

Asia Today is grateful for the time that the Kiran and Associates Realty spent with us and wishes them and their clients' wealth and prosperity in all their future endeavors. For more information, please visit www.kiranandkiran.com or call Kiran Vedantam at 602-550-4842.