

TOP AGENT

MAGAZINE



Area Specialist
**DAVID
ARMENTA**



With his brokerage opening in May 2022 in Tucson, Top Agent David Armenta has visions of satellite branches scattered across the nation, tackling commercial units and government contracts.

David Armenta of Tucson, Arizona, has advice for you (whether or not you're a REALTOR®): "Follow your heart. Anybody who reads this, I just want you to learn about yourself, and follow your heart." This simple mantra has been the key to David's success in the real estate industry, and at every juncture in his multifaceted life, he has listened carefully to the song being played on his heartstrings.

However optimistic he may seem, this internal music was not always upbeat. His career in the industry began in earnest at the age of thirteen, when his father (who owned several properties) passed away. "He was an entrepreneur, and I have that spirit in me. Some lessons my dad just drilled in my head. He told me, 'You want a Nintendo? You can buy ice cream off of me at fifty percent, and if you sell it at double, you'll *earn* your own Nintendo.'"

This work ethic, paired with the handicraft of a man who built his first guitar when he was only fifteen, and discipline honed during a six year career in the Army, made him an ideal candidate for the demanding life of a live-and-flip investor. His first project

began with his father-in-law, a broker in California: “We did our first flip – it was my life savings, it was scary, and I wouldn’t have invested with anybody else except for him. I had the trust, he had the knowledge, and we split the profits fifty-fifty.”





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After that, David was hooked. He relied on creative financing to remodel houses, and perpetually questioned lenders and leaders in the industry, teaching himself at every turn. His insatiable curiosity and irresistible conversation have become a cornerstone of his business. "How do I keep a good working relationship? I engage. I talk to people, we eat together, we do things together, and I show up. ... I'm genuine. People see that. I gain their trust, and I don't misuse it. It's simple, but at the same time, it's not."

He originally obtained his license while serving as a border patrol agent, solely to represent his friends and family, aiming to ensure they were well supported during their negotiations. He recounts a late night moment in 2021 when he knew it was time

for a change: “It just dawned on me: I was doing interviews and investigations until 2:00 a.m., and wasn’t with my wife in bed at home. ... I said ‘You know what, I’m going to do what I would be doing in retirement

anyways.’ I made an executive decision and resigned.” David then left his post as a Special Agent in Homeland Security Investigation to pursue his real estate business full time.





As a part time agent, David cleared \$3 million in volume over the course of the year. Now, as a full time agent, he has already beaten his record in the first quarter of 2022, and as far as he's concerned, the sky's the limit. With his brokerage opening in May 2022 in Tucson, he has visions of satellite branches scattered across the nation, tackling commercial units and government contracts.

Listening to him map the future is infectious, because to him, "It's not work. I was born to do this – it comes so naturally to me. Sure, I work longer – twelve, fourteen hour days – but seeing others succeed as I mentor them through the same real estate journey I walked is priceless. My goal is to help others find their true calling and discover the wealth they are entitled to."



To learn more about David Armenta, call 520-344-3979, visit armentarealty.com, or email armenta.a.david@gmail.com