

TOP AGENT MAGAZINE



BOBBY LEHMKUHL

Bobby Lehmkuhl, founder of 4 Malibu Real Estate Partners, has grown the business into a real estate powerhouse in Malibu, California. Along with partners Danielle Dutcher, Brant Didden, Eytan Levin and a talented team of agents, 4 Malibu has become the go-to agency for the people of Malibu and surrounding Los Angeles & Ventura counties.

Born on the east coast, Bobby moved to Malibu as a teenager to be closer to family. A former athlete, Bobby went to play baseball at Northeastern University. "Things didn't work out as planned athletically." In search of his calling, Bobby lived in different areas and worked various jobs, but was always drawn to Malibu. "It's truly a way of life living in this town. It's awesome."

Bobby's first taste of real estate came in 1988 when he purchased a couple of rental homes in the valley with a few friends. In 1994 Bobby purchased the website for 4Malibu.com. "I didn't fully realize it at the time, but I had begun to embark on my dream." Nearly 20 years later, Bobby has seen tremendous success, but is always quick to credit the people who have helped him along the way. "I have had amazing mentors, who actually care and want to see me do well. Without those people I would never have made it this far." Bobby's most influential mentor came from the number one producing agent in the entire United States. "He has been a huge help to me. He showed me the ropes, allowed me to grow and leave his wing." Once on his own, Bobby began working at an independent real estate firm. "That experience allowed me to become well rounded and well versed when it comes to Real Estate. I can't say that I am some genius who has thought of everything. I just studied, trained hard and emulated what others have done. I have learned from wonderful people."

Desiring to become a mentor himself, Bobby's is happy to share some secrets of success, which are training, being extremely organized and staying ahead of the curve with technology. "We are constantly trying to get better. What I learned from sports is that practicing nonstop is the only way to improve." Another key is being an expert on the market. "Each morning my partners and I track every segment of the market. Our

website gets crushed because we provide such good information. We really know the market."

What separates 4Malibu is relationships. "I love my partners, they are like family. We can do things that the larger corporations can't because we trust each other on what will be for the better good of the agents and the company." Bobby believes that ultimately trickles down to the client. "It's all about the client. If you are not making them happy and not producing, they are not going to hire you. That I can guarantee."

Due to their prestigious location, 4 Malibu attracts a wide variety of clients and handle anything from short sales, first-time buyers, to very high-end clientele including Forbes 400 clients and celebrities. "We have incredible clientele and have done business with all walks of life. Being in Malibu is nice because you get to meet people that you never meet anywhere else. Getting to meet celebrities in their homes and in their environment is awesome. Just as awesome is meeting locals who have called Malibu their home for years."

Outside of real estate Bobby enjoys spending time with his family and three soon to be four children. "They are life changers." Bobby loves surfing and as a former professional skier he still loves to hit the slopes at nearby Mammoth. "It's my favorite ski resort in the world." Bobby remains active in the real estate community, serving as the President of the Malibu Association of REALTORS® in 2012 and on the Board of Directors since 2010. Bobby also served as the Director of the California Association of REALTORS® for three years. For his efforts he was named REALTOR® of the Year in 2012.

Great success has come for 4 Malibu from living by the motto, "Every single time, without fail, no exceptions," because they always want to be the best. "Everyone in our office works their tails off, and that's not lip service. We want to become the largest independent real estate company in Malibu." That dream is certainly within reach for Bobby and his team.

TO LEARN MORE ABOUT BOBBY,
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