

TOP AGENT

MAGAZINE



BARRY BURNETT



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When people say Los Angeles based real estate agent Barry Burnett knows everything about real estate, they mean he knows everything about real estate. During a career that has spanned 40 years, Barry has closed over 4000 transactions, built 450 houses—designing, all or in part, at least 175 of them—has maintained offices in several states, trained over 1200 agents, and so much more. Not even losing his leg in a motorcycle accident in 2004 has dampened his zeal for life—if anything, it has made it stronger.

Barry started selling properties at 19 years old when still in college, and quickly made a name

for himself. He quickly became the youngest state director in the century old California Association of REALTORS® and by age 20 was the Vice Chair of standing CAR Committee which, he is quick to note, “is seriously insane.” By 22, Burnett became the youngest Office Manager in national history of Coldwell Banker, and shortly after, in the Top 20 REALTORS® in the nation for Residential Sales Volume twice. He has never looked back.

Though his real estate license is from California, Barry does not limit himself or his clients to a specific location. “I serve my clients, not a geographic area,” he explains, adding “I am only



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WHATEVER YOU BUY AND KEEP IS WEALTH.”**

concerned about fulfilling the needs of my clients.” Wherever his clients need to be or need to go, Barry is there for them, every step of the way. “If they move out of the area, I will help them connect the dots to make sure they are taken care of.” Barry is best known and recognized in his hometown for his residential real estate transactions and projects. Although, he also spends his time working with commercial, construction and investment opportunities. He is quick to tackle any project his clients come to him with, and almost all of it he handles himself with his small team. “Buy, sell, exchange, or advise—I am here to help my clients reach decisions that are based on

knowledge and thoroughly understanding all aspects of the transaction.”

For Barry, his clients are everything. He takes each client into consideration, looking at their goals and dreams, and finds the best solution for them, even if it means not buying or selling. “Sometimes I talk people out of selling and to reposition their wealth,” if it is in the best interest of their overall goals, Barry explains. For Barry, “whatever you buy and sell is income. Whatever you buy and keep is wealth.” Barry wants to help improve the life of his clients, and will go to any measure to ensure he does just that. He frequently advises against



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knee jerk reactions if he believes it is not in his client’s best interests, and his clients clearly appreciate the care he has shown them. His current projects include working with some fourth generation clients, a great-grandson.

The best way to guarantee his clients make the right decisions is to give them the best starting point, and for Barry that means making his clients as informed as possible. “They learn a great deal from me so they can make their own decision properly and with a trusted advisor. I educate them on what is best and they make their decision.” His website, www.barryburnett.net, is full of useful information such as buyer/seller tips, calculators, school information, real estate news and more, to help his clients stay on top of all the changes happening in real estate. He also puts social media to his advantage to spread information to the widest audience he can. Through his blog, Facebook, LinkedIn, Twitter and two websites, Barry

“uses them to educate and inform clients and friends.”

For forty years Barry has been helping thousands of clients reach their real estate goals with humor and respect. His great sense of humor and immense energy is matched only by his upbeat personality. Barry has received several awards, acknowledgements and accolades that showcase his dedication to his clients. One of Barry’s mottos is to “dig into life and have a blast,” and his unassailable spirit is proof enough of that.

TO LEARN MORE ABOUT BARRY BURNETT, TO SEE HIS CURRENT PROPERTIES, AND TO FIND HELPFUL TOOLS AND TIPS, VISIT HIM ONLINE AT WWW.BARRYBURNETT.NET AND WWW.BARRYBURNETTTRUSTEDADVISORS.COM. BE SURE TO READ HIS BLOG AND FOLLOW HIM ON FACEBOOK, LINKEDIN, AND TWITTER TO STAY UP-TO-DATE WITH THE LATEST NEWS AND INFORMATION.