

TOP AGENT

MAGAZINE



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Bryan Garrity has an approach to real estate that puts the clients in the driver's seat. Allowing his sellers to become part of the strategy to get their home sold, he is really standing out in the crowd of agents as a realtor that cares about the best interest of his clients. "I really think the sellers always need to be part of the plan," he says. "They need to understand that they are the boss." Giving his clients this independence in the selling process, has helped Garrity grow his reputation in the real estate industry and maintain a staggering 100 percent repeat and referral business as a top agent in the San Diego market he serves.

Garrity is well known in the real estate market, making a name for himself through several media outlets as an expert in the industry. He used to appear as the Real Estate Expert every week on a Channel 6 news segment called *San Diego Living*, and had his own radio show for four years on ESPN called *Big Daddy Radio*. He plans to revive that show in a different format soon. He has also appeared three times on reality show *Win This Listing* that pits agents against each other to win a seller's listing. He was the chosen agent twice for that show. This media presence not only helps him to get his name out in the industry, but it allows him to serve his clients better through the vast experience he is gaining and the expanded sphere of influence he has developed. "I think it really helps the clients because I have a broader base with more people," he says.

While Garrity is on a path to dominate the industry with his knowledge and legal background, it hasn't been easy as he had to have several surgeries recently that had him working his business from afar. This didn't stop him or his business

as he continued to power through the tough times with a positive attitude and the dedication to his clients that he has always possessed. "It's going well so I am happy," he says. Through the support of his hard-working team, Garrity is back to focusing on his business and the clients that mean so much to him. Despite being down for a period of time, he still managed to secure a spot in the top 5 percent of agents and has been a top producing agent for the company since 2014.

The success that Garrity is experiencing is no coincidence as he and his team, the Garrity Group, are extremely customer centric and really work hard to walk their clients through the entire buying and selling process so they feel at ease every step of the way. Garrity also brings a unique background to his real estate business as he worked in the law industry previously and can really guide his clients on the legal aspects of their investment in a way that is understandable and relatable for them. Leaving his career in law in 2002 after a major medical circumstance, he knew that real estate would suit his career goals and allow him to use his experience to his advantage. "Real estate was something that I thought would be a good fit," he says.

Community is also important to Garrity, who seems to have done it all and more. He is currently on the Board of Directors for the MARYAH organization, which is dedicated to providing homes to at-risk youth that are homeless. He has also served as president of the Greater San Diego Business Association, the Greater San Diego Charitable Foundation, and the Aids Walk to name a few.



For more information about Bryan Garrity at Keller Williams SD Metro, call 858-525-3202, or email bryan@bryangarrity.com.