



BASIL SAKR

Realtor® Basil Sakr is in the business of making dreams come true. At least, that's the way he sees it. Growing up in Los Angeles, Basil was an accomplished athlete who played a new sport every season. Football was always his favorite, and after earning his degree in computer information systems

from California State Polytechnic University, he landed his dream job working as an IT consultant for the NFL Network. "I was in awe. I had to learn not to be starstruck around the professional athletes and celebrities I had always admired growing up. I traveled a lot, and it was an amazing experience."

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However, Basil had another lifelong passion: real estate. "I remember being 9 and looking at blueprints of homes and imagining myself living in them. I know now that real estate was my true calling."

When changing family needs required that Basil remain closer to home, he revisited his early fascination with real estate, took the leap, and got his license. "I went with my dream, and the risk worked out for me," he says.

Today, Basil is a successful agent at RE/MAX Top Producers in Diamond Bar, where he feels at home with a strong corporate brand mingled with a hometown atmosphere. "It has the corporate feel I like, where when I come to work it feels like everyone is working hard, but we're also a family. I like that environment where I feel like I'm part of something great."

Basil is now leveraging his background as a corporate IT trainer and his real estate expertise to cultivate a winning real estate team. "At NFL Network, I did training videos to help people learn to use our systems and minimize incoming support calls. I feel comfortable in the training world, so I'm excited about hiring new agents or people who are at a crossroads in their careers, and giving them a new opportunity. I want to be a good role model and help them avoid the frustrations I felt when I was making the transition."

Basil's experience as a trainer is also an asset to his clients. "I learned to always stay professional and treat people with respect. It helps me empathize with clients and put myself in their shoes. Rather than just trying to sell them a home, I want to help them achieve their goals. It means taking myself out of the equation, listening to their needs and helping them find the home of their dreams."

One client affirmed: "When we first started looking for a home, there were so many questions that arose, not one went unanswered. It's not easy to navigate the buying process, but Basil walked with us every step of the way. He went above and beyond our expectations and found us our dream home. He definitely listened to our every need in what we were looking for. I can say he has his clients

best interests in mind. I refer him to all my family and friends."

A well-rounded real estate professional, Basil is experienced not only in residential real estate, but also in commercial and land transactions. His next goal is to begin buying and renovating homes, turning them into dreams for sale. "It goes back to why I got into real estate in the first place. I know in that moment when I hand a client the keys, I've made their dreams come true. I've had clients call me months after the sale to say, 'Thank you -- you're a dream maker.' It's such an amazing feeling. My dream now is to take something old - something nobody wants to live in - and make it a beautiful home that a family will love. I'll have the personal gratification of knowing I created a home where a family can be happy and helped them become homeowners. It doesn't get better than that."

In his spare time, Basil enjoys volunteering as a football and basketball coach at South Pointe Middle School where he played as a youth. Recently, he helped them achieve their dream when he donated football jerseys. "They were using their PE uniforms and going to play other schools who had uniforms. They were going into the game with a lack of confidence. It was fun to be able to give them that boost." He is also the proud dad of hard-working kids who are all honor students and athletes. He is grateful that real estate allows him the flexibility to be present during important milestones in their lives.

As a real estate agent and professional dream maker, Basil is dedicated to creating lifelong bonds of friendship with his clients. "After spending months with someone on their journey, I feel like I've become a part of their family. I love what I do for that reason."

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