

TOP AGENT MAGAZINE



Pierre Buljan

After 35 years in the business, Pierre Buljan with Coldwell Banker in Burlingame, California, is an expert in Bay Area properties. His enthusiasm for real estate is evident in his encyclopedic knowledge of the homes here and his clients have been coming back to him

year after year, and now generation after generation. He is the number one agent in Hillsborough, in the top fifty for Coldwell Banker in the highly competitive Northern California market and, in 2012 he was one of The Wall Street Journal's top 100 agents nationally. In 2013 Real Trends Magazine named him as one of America's Best Real Estate Agents for California.

Pierre started his career at a very young age. "When I was in college I was looking for a direction," he explains. "One of my father's friends was a third or fourth generation broker and he invited me to work with him. I was hesitant at first because I thought no one would want to buy a house from a twenty year old, but he encouraged me to keep going." Before long, he had found his rhythm and he worked his way from selling \$50,000 homes to multimillion-dollar homes.

He has established himself in the complex luxury market in Hillsborough, Burlingame, San Mateo and the surrounding cities. "I know these properties inside and out," he says. "I have been in the business long enough to have sold many of these properties multiple times and I can tell you the last five owners and their histories." Many of the estates here have long histories in the community, from the Pullman Railroad family to the heirs to the Rice-A-Roni fortune, to the home of San Mateo's first mayor. Pierre has sold all of these homes as well as some of the largest estates in California.

He takes the time to learn the histories of not just the purchase and sale of the property, but also of the people who have lived in them and their stories. He loves sharing his knowledge and his passion for these homes helps him build trust early on with his clients. "In the luxury market, trust is everything," he says. "At this level, clients want to be discreet, oftentimes not even listing the property or publicizing the sale at all. When I can tell them the history of a house and that I personally know the previous owners, my clients feel safe and know that they are in expert hands." Pierre's ability to connect buyers and sellers quickly and quietly has made him a top agent among luxury clients.

What helps him to retain his reputation is that he delivers impeccable service that goes far beyond typical standards. "It's the small things that can make a huge difference for a client," he says. "We had one client who had purchased a \$3 million house, but her father hated the front door. One of my contacts owns a workshop and as a gift, I had a solid mahogany door custom made for her." Pierre did this for her after the sale was complete and this kind of thoughtful generosity that his clients will remember.

He has built a flourishing business, and now that business has become a legacy for his son. "My son Alex surprised me when he got his license," he says, "but he took to it like a fish to water. He is very tech savvy and he can do things in a half an hour that would have taken me days on the computer. My former clients' children and grandchildren are now looking for homes and he is great with this new generation." Together they serve a wide variety of clients and their network gives them access to interesting opportunities.

Real estate has put Pierre in contact with everyone from athletes and movie stars to politicians and business moguls. "I love meeting new people and through this job, I have had the chance to invest in start-up companies and to help jump start new ventures in Silicon Valley," he says. "I'm now starting to look into international properties. I grew up in France and my family is Croatian. I speak both languages fluently and can understand several others, which has allowed me to work with people from all over the world. I'm hoping to continue working in the international market and expanding my opportunities." While many agents love their job, few show the same kind of joy and unbound enthusiasm for their work as Pierre does. Always learning and always finding new, creative solutions for his clients, Pierre has many more successful years ahead of him.



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