

# TOP AGENT MAGAZINE

## JARRETT JAMES

REALTOR® Jarrett James is a man of action. If he feels something is right, he goes after it. From joining the Canadian army to working for the government, and finally finding his true calling in real estate, Jarrett has followed through on every decision he has made throughout his career. Almost twenty years ago, he was working in surveillance in casinos when he realized that he was much better suited to a job that would allow for more social interaction. Without wasting any time, he called up a local real estate brokerage, got his license and started working as a solo agent. Today, he has partnered up with another agent, Brian Hodge to represent homebuyers and sellers in the areas of Fort Erie, Ridgeway, Crystal Beach, Port Colborne, Wainfleet, St. Catharines and Niagara Falls.

When he first began as a REALTOR®, Jarrett had few connections and needed to build his network from scratch. Instead of waiting for business to come to him, he spent countless weekends hosting open houses and focusing on marketing that would get the word out about his business. Fast forward to the present and he counts 95% of his business as coming from repeat and referral clients.

This year, Jarrett was awarded the title of Best Real Estate Agent in Fort Erie by Niagara This Week Readers' Choice Awards. It's not hard to see why his clients love him — he is clearly a resource far beyond a regular REALTOR®. "As we are in a small town, we get a lot more personal with our clients than agents in larger cities," Jarrett says. "We do more than just sell homes. Our definition of full service extends to arranging movers and coordinating plumbers, electricians, lawyers, home inspectors and much more. I'm even currently helping a client sell his motorcycle," he explains.



When they're not at work, Jarrett and Brian spend time getting involved in their local communities. "I've always coached sports and Brian is a member of the Ridgeway Lions," explains Jarrett. Together, they try to stay active in programs for affordable housing as well as other meaningful local organizations.

Last year, Jarrett did an impressive \$22-25 million in sales volume. However, real estate to him isn't about making the most money or growing a giant team. It's about providing a balanced life that he and his family can enjoy without stress. "I love the freedom working in this industry provides. I get to spend

a lot of time with my wife and kids, going to sports games and traveling when we want a vacation," he says. As for his clients, Jarrett says that a lot of them have turned into friends over the years. "Real estate is all about making lasting, meaningful relationships and for someone who is very social like me, it really is the best business."



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