

MONTEREY COUNTY

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Barbara
WEIDMAN

WITH COMPS

OCTOBER 2023



Making An Impact on Clients

"I want to be known for making an impact," says Barbara Weissman, a real estate agent at Compass. "Whether it's about relationships, pets, or real estate, I want to be known for making a difference in people's lives."

Putting people first has been the secret to Barbara's success. Previously featured in Real Producer 4 1/2 years ago as a Rising Star, Barbara's business has skyrocketed in recent years. As she says, "I do what's in the best interest of my clients and the business follows."

Listening to her clients and supporting them is more than just helping them with their real estate goals. "I built a bond with clients," she explains. "They are more than just clients. Many of them turned into close-extended family and some have shared Thanksgiving dinner. That's the type of relationship and bond I have been able to create. It's not about buying and selling real estate, but about listening to their needs, understanding their spending solutions all wrapped in a personalized service style," her colleague approach.

connected with her clients as evidenced by her client reviews online.

CALIFORNIA REALTY
 Growing up in a young and family-oriented environment in Sacramento, Barbara was immersed in a supportive atmosphere. The youngest of five, she admits she was a "late bloomer." Barbara worked in sports as a "late bloomer" and in corporate as a "late bloomer." Barbara worked in sports as a "late bloomer" and in corporate as a "late bloomer." Barbara worked in sports as a "late bloomer" and in corporate as a "late bloomer."

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Her journey through managing and facilitating openings of new Pound Table Pizzas, overseeing nonprofit organizations, and even owning an HVAC air filtration business contributed to her diverse skillset. Barbara explains, "My husband had an HVAC business and I knew I needed to learn it." She has been the owner of the company for the past 25 years and is the licensing specialty contractor. Her background in coaching, training, managing, and business negotiating set the stage for her work in real estate.

MOVING TO REAL ESTATE

In 2017, Barbara's friend encouraged her to go into real estate. She had been doing real estate on the side herself but decided to do it as an occupation. "I've been full-time ever since," she smiles.

Challenges have been met with resilience and an unwavering belief in the value of homeownership. Barbara's coaching-mentor helps her build confidence in her clients, reminding them that "there's a home with your name on it for everyone." With her guidance, they find the empowerment they need to navigate the process.



"I like knowing I make a difference in real estate," she explains. "Transitioning lives, one home at a time is my tagline," she says. Buyers and sellers get the encouragement, support and expertise that they deserve. Barbara does whatever it takes for her clients. A seasoned negotiator, she works tirelessly for her clients.

MUST LOVE DOGS

When not working, Barbara enjoys taking care of senior rescue dogs. "I have adopted many from Peace of Mind Rescue to Muttville, an organization in San Francisco. I provide them with their final loving home until it's their time to go," she says. It's not uncommon to see a four-legged friend with her resting on a blanket during open houses.

A LOVING FAMILY

Barbara and her late husband Charlie are blessed with two daughters. One daughter just had her first grandbaby. "I'm looking forward to the next phase of life," smiles Barbara. She couldn't be happier about her new grandchild, who is the light of her life.

To relax, Barbara likes to enjoy lunch with friends and is a self-described "avid moviegoer." When time permits, she also enjoys paddleboarding, swimming and "floating" in the Sea of Cortez at her home in Baja, and mentoring young adult women.

EMPATHY • EXPERTISE

From the restaurant industry to real estate, Barbara has honed a unique skill set that empowers her to guide clients with empathy and expertise. As she continues her career, Barbara's legacy will undoubtedly be one of making lives better, one home at a time.

Nominate a colleague to be a Featured Realtor. Contact Laurie.Martin@realproducemag.com to tell us who you'd like to see next.



Photo by Nick Olguin, Prime Real Estate Media

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