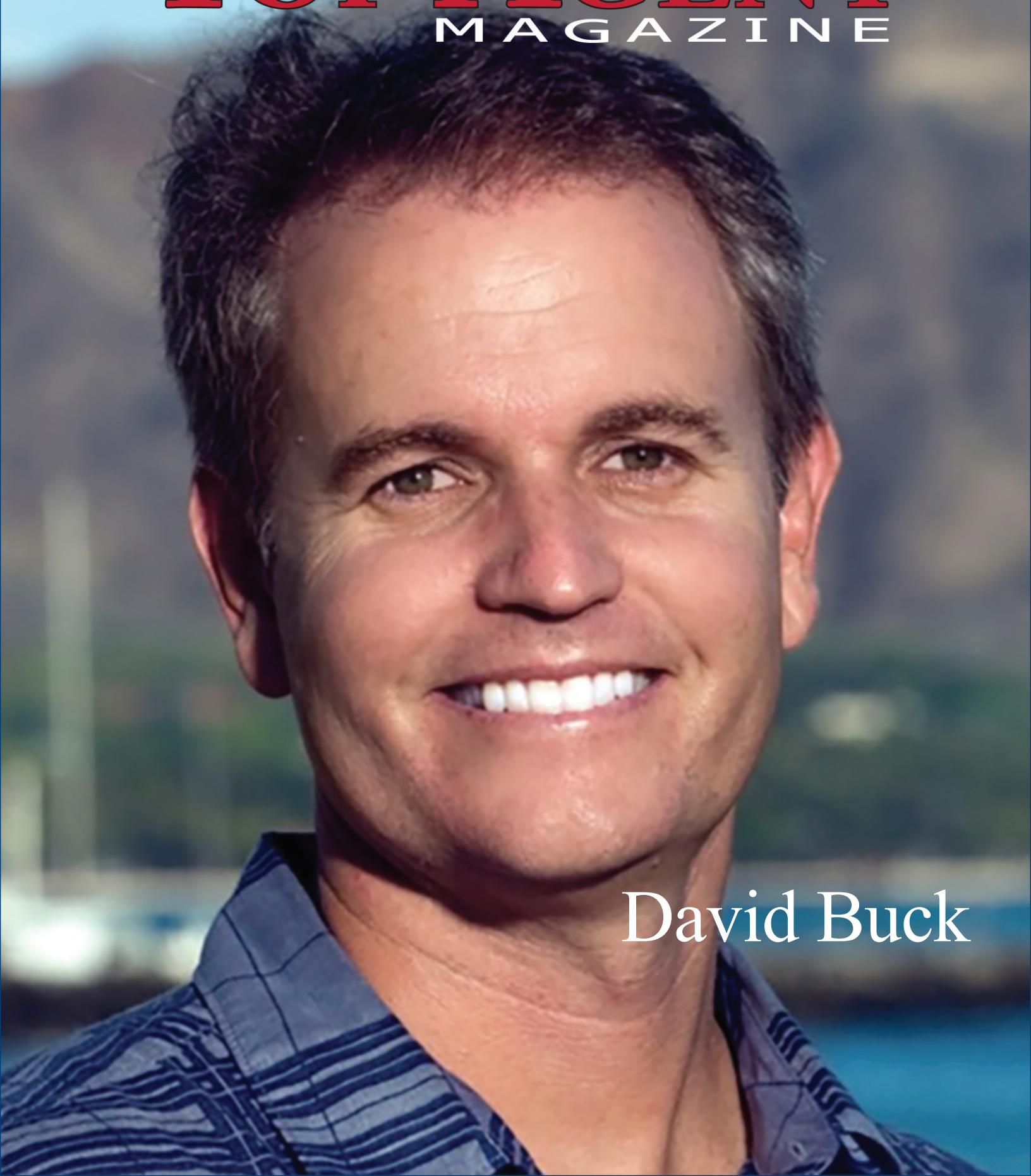


TOP AGENT

MAGAZINE



David Buck

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Born and raised in Oahu and Maui, David Buck, Top Agent with Hawaii Life Real Estate Brokers has dedicated his life to helping others. A former Honolulu firefighter, it was David's own dream of homeownership that first led him to earn his real estate license in 2001. Of course, it didn't hurt that he'd grown up watching his father succeed in commercial real estate.

"A lot of firefighters work two jobs, and I thought real estate would be a perfect second job," he says before laughing, "but I actually lost money my first year. I only sold one house!" It didn't take long however, before David's sincere desire to help others began to yield terrific results. By his second year as a REALTOR®, his real estate earnings were nearly equal to his



income as a firefighter. But after 7 years of working tirelessly in both fields, he realized that he needed more time for his growing family.

Thus in 2007 he decided to focus his full attention on helping buyers and sellers, including the island's large military population. Unfortunately, he found the timing to be less than ideal, as the recession would soon hit. "I kept working hard, and in a lot of ways Honolulu wasn't hit as hard as some of the other islands, but it was scary," he recalls. While

looking for ways to capture more business during the downturn, David stumbled across something peculiar.

"Hawaii Life Real Estate Brokers kept coming up in Honolulu real estate searches, even though they didn't have a presence on Oahu. They were a small brokerage that started in Kauai," he says. "I had a friend there who told me they had hundreds of leads for Oahu that weren't closing." David wasted no time in becoming a referral partner for the company.





By 2009, although he was working with a different company, nearly half of David's business was coming from referrals from Hawaii Life. As such, when they asked him to open their Oahu office, and serve as Broker in Charge, he was thrilled. For the next 4 years, he would continue to work with buyers and sellers, and serve on the Hawaii Association of REALTORS® Leadership and Education Committees, all the while

growing the Oahu office of Hawaii Life to include more than 30 agents.

But by late 2013, David says "I was honored to have started the office, and bring on and train new agents, but I was ready to return to working fulltime with my clients. I have a real passion for real estate. I've always loved studying the market, I love unique architecture and I can be anywhere on the island within any



hour, so I work all over Oahu.” But most of all, he loves the relationships he builds with buyers and sellers through helping them to make smart decisions for themselves and their families. As the result of his success and dedication to helping so many buyers and sellers, David was also chosen to appear in multiple episodes of *Hawaii Life* on HGTV as well as *Live Here, Buy This* on HGTV Canada, an experience that he says

was a tremendous honor, and a great deal of fun.

With such a natural drive to help others, it’s no surprise that David also spends a great deal of his spare time serving others in a variety of capacities. In addition to being active in his church, where he has served on the Vestry, David also volunteers with the Duke Kahanamoku Outrigger Foundation which provides athletic



scholarships to kids from Hawaii. Similarly, he's served on the Board of Directors of the Outrigger Canoe Club.

All in all, David says he wouldn't change a thing about his life, or his career. "I work hard, but I still have time to spend with my wife and daughters, and can still jump in the

ocean for an hour in the afternoon. I don't turn away business, because it doesn't feel like business. It's about relationships. More than 70% of my business comes from referrals or past clients, and some of my closest friends to this day, I've met through real estate. It has been an amazing career for me."

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