

Welcome !

Real Estate is an immensely exciting and rewarding business. Navigating a family through the home buying experience and having the privilege to hand them keys to their first home gives you satisfaction like no other career. The first time I did it, I knew I had to repeat it a thousand times!

The industry is ever changing and so are our clients. With unlimited access to data, clients are doing more and more research on their own. Gone are the days of our parent's Real Estate agent controlling a printed thick book of houses for sale. Today, we are consultants who guide families through one of the most significant decisions of their life. As a trusted advisor, your business will thrive when you focus on service and practice the **Neighborly Way**.

With the drive to succeed, desire to serve and the strengths of Neighborly partnered with you, then you too will build a prosperous business in this dynamic industry. We are honored to be your partner on this journey.

- Jim



Jim Harris

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As a Broker, Practicing Realtor, Loan Officer, and Investor in Real Estate, Jim can teach from true experience. Jim also sits on the Board of Directors for a California based Real Estate Investment Company with holdings across the US.

Jim has a fundamental belief in continual learning. His personal mentors continue to run successful businesses today that they started during the Great Depression. Those lessons run deep and Jim enjoys passing along those learning's as well as teaching Real Estate investing and small business development. As a guest Real Estate lecturer at large corporations Jim has developed presentations and materials to be used by the entire **Neighborly Team**.

With a Bachelor's Degree (BS) in Business Administration from California State University, Chico and a Masters Degree in Business Administration (MBA) from the University of California at Davis, Jim also pulls from his 18 years of corporate America leadership experience. Having worked for some of the largest and most respected tech companies including IBM, Hewlett Packard, and Agilent Technologies Jim has built teams around the world in a dozen different countries. You won't find that level of leadership and problem solving in any local Real Estate professional. Applying these skills and lessons learned to new business development enabled Jim to establish the Neighborly Group which today includes Neighborly Realty, Neighborly Financial, and their two parent California corporations.

Jim is a member of the National Association of Realtor (NAR), California Association of Realtors (CAR), Placer County Association of Realtors (PCAR), Sacramento County Association of Realtors (SAR), Nevada County Association of Realtors (NCAR), the Tahoe Sierra Board of Realtors (TSBOR), a Certified Negotiation Expert (CNE), a Placer County Certified Leader, ePro Certified, and an ASP Accredited Staging Professional among many other Real Estate specific designations – including GRI.

Even during the worst economic recession of our time, company and personal Real Estate sales are up year after year. Neighborly's client base is continuously growing to include more and more Buyers, Sellers, Investors, and Lenders. The Neighborly team also continues to grow with a team of highly skilled and select professionals that focus on service.

But.... None of this matters! You are here to build **YOUR business**, grow your client base, sharpen your skills, and increase your personal revenue. With Neighborly, you have partnered with someone who understands entrepreneurship, who has succeeded in small business development and can guide you in building your own prosperous business.

Whether a full time agent who needs better support, or a "dual career" agent who needs guidance while spinning up Real Estate as a second career – let Neighborly be your guide.