

featuredagent

magazine

GARRETT
PIKE



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Garrett Pike's impressive story starts in the Hamptons, where his roots are strong. His family has lived there for several generations. Garrett grew up playing baseball in the area and ended up playing college baseball on a scholarship for four years. When that was over, he knew it was time to move on to something else. He had to ask himself "Well, now what?" For him, the answer was clear: real estate. His family has been in the business a long time, so Garrett got to see the ins and outs while growing up. And he was so familiar with the area, even as a kid, he knew the community from the deli owners to the coaches in the schools. "I grew up out here," says Garrett, "I breathe it, I live it."



Garrett became fully licensed by the time he was 22, and is making quite a name for himself. With several years of experience under his belt, he prides himself on his open, honest, and friendly transactions. He works with candor and warmth, and his clients love him for it. "I really pride myself on being nice, honest and transparent with people," elaborates Garrett. "When some of the veteran agents confirm that's the right way to do it, it's pretty nice."

He took the career advice "ride the wave" to heart, since the real estate business can fluctuate. And he believes it's best to go with the flow — which is exactly what he does. This easy-going attitude appeals to clients, who love working with him.

Now that he's an established agent with Corcoran, Garrett finds business from the Hampton Bays to Montauk, with a concentration in Southampton. Most of his work is in primary residences and around 80 percent of his business comes from repeat clients and referrals. For him, it's a testament to the success of past transactions. His knowledge of the area and the people he works with is clearly a driving factor in his clients' choice to keep returning. He is able to capitalize on knowing everyone involved with his work and community.

Garrett also emphasizes the importance of the golden rule: treat others how you want to be treated. Because he believes that things always come back to you, he works with kindness and integrity. "I think every transaction is in itself its own award. To each person involved, it's a very important investment," he says. This simple philosophy is earning client trust and contributing to a highly successful career.

As Garrett is someone who's drawn naturally to making personal connections, it's no wonder that the aspect he likes most in his work is connecting with people. He notes that he talks to people 24/7 in a variety of places. Garrett says, "It's nice to be able to do your work in

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conversations on the beach, at the deli, or from home.” And he recognizes that he is able to take what he studied in college and apply it to real-life situations. This works as a recipe for success for Garrett’s business. His approach marries a natural interest in people, deep familiarity with his community, and solid expertise in real estate.

In his free time, Garrett helps spread his love of baseball to a younger generation by teaching baseball camps and workshops to kids. He also serves on the board of the Parish Art Museum, which raises money for different programs in the community, such as workshops for kids and art events for seniors. He jokes, “I love mixing sports and art to cover all my ‘bases.’” Besides these activities,

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he still plays baseball recreationally, along with golf. He values family time and enjoys dining out at the many restaurants that the Hamptons has to offer, with loved ones and clients.

Garrett is planning to become involved with property

development to better serve his clients who have an interest in real estate investment. His experience and knowledge make him a great mentor and model for those who want to get more involved. And his infectious energy continues to draw people to real estate and position him as an agent with an extremely bright future.

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