

Profile: Bizz Baker

Bizz will speak his mind! If you want to know what's happening anywhere in the Greater Topsail Region, Bizz is your Realtor! You'll get two amazing agents to work on your behalf, as Bizz teams with his wife, also a Treasure Realtor, Amye Baker to get the job done!

Experience and Expertise:

Bizz began his real estate career when he joined the Treasure Realty team in 2005, at the urging of his cousin, Richard Baker, who founded the business. He focuses on investment properties, vacation properties, and residential homes, with the majority of his real estate offerings being on Topsail Island, Sneads Ferry and Holly Ridge.

He knows the greater Topsail area very well (especially the island), including all the data and statistics about rental potential, sales prices, and market trends. He adds that he also keeps abreast of everything that is happening at the local and regional government level, as well as keeping up with environmental factors. Important traits for a successful real estate agent here.

Emphasizing that "whether it's a \$2 million house or a \$200,000 condo, I treat them all the same," Bizz says he focuses on the greater Topsail area but has also worked with buyers and sellers as far as Emerald Isle and Wilmington.

In fact, Bizz has seen many changes in the real estate market through the years. In 2008, he secured his Short Sales and Foreclosure Resource certification (SFR) because he wanted to have a better idea of how the process worked. He notes that the education about foreclosures helped him considerably at the time, given the market environment then.

Rules and regulations also change quite often. When asked for his advice about insurance or beach restrictions, Bizz says that he knows which direction to send his clients so they can get the answers they need from the experts on those particular topics.

He also has developed strong relationships with two or three builders in the area, to help clients who want to build custom homes on land they have purchased. That connection can be invaluable to new residents and those buyers who want to ensure they are getting all they need and want from a new home.

History in Sales:

A career path that started with a degree in computer science from East Carolina University initially led him to a position with Onslow County School Board as their computer consultant, where he also earned his teaching certification. He moved from there to selling Apple computers in Jacksonville and started and sold two businesses: a computer sales and service franchise and an internet dial-up service. He transitioned into a job teaching computers and computerized accounting at the same high school, White Oak in Jacksonville, where he had graduated himself years earlier. He notes, "I've been on the Sales end of things most of my life."

Bizz Baker has lived in Onslow County since he was two years old. Born in Kinston, his family soon moved to Jacksonville, and he is now based in the Topsail area with wife and also Realtor, Amye.

Pastimes:

Although he emphatically says, "I like working," in his spare time Bizz enjoys traveling, fishing, and

“hanging out with my grandbabies.” He also actively supports his church and works the technology for the music during services there, as well as supporting Habitat for Humanity and the Fellowship of Christian Athletes.

Working with the numbers and sharing his in-depth understanding of the greater Topsail area are also important aspects of Bizz’s work and life. He likes doing reports that are beneficial to his clients. He shares data such as how many condos are at Topsail Reef, the names of the all the subdivisions (in order) at the beach, and how many times a particular house has sold and why. He explains that “people know when they talk to me that I know what I’m talking about.”

Bizz says he truly enjoys being a real estate agent in the Topsail area, explaining that it’s not just a job. He likes meeting people and has developed a number of friendships that “go back to when I first got here.” Further explaining that when “you find something you really like doing, it’s not working,” Bizz says that the past few years have been extremely busy.

Client Trust:

That reassurance helps him build valuable trust with his clients. As to the numbers, whether they are positive or not, he says, “people appreciate it, even if it's not what they want to hear.”

Bizz has been working with wife Amye since 2014 and notes that they are “at \$350 million as a team.” He definitely loves where he lives and works, emphasizing that “I've never lived anywhere else.”