

TOP AGENT MAGAZINE

by Michelle Llamas • photography by Michael Barian

Premier Properties Equals Premier Service



After over two decades of success as a top producing agent in Malibu, Topanga Canyon and Pacific Palisades, Kathryn Yarnell has taken her incredible brand of client-centric service to the next level. Together with business partner and husband, Don Burpee, Kathryn started the boutique real estate company, Malibu Premier Properties. Not only does the company showcase some of the most breathtaking and desirable properties in the heart of

Malibu, it also puts the emphasis on providing its clients with premier personalized service and unmatched expertise.

As a long time resident of Malibu, she considers herself to be a guide to what she calls “the hidden treasures of Malibu” – an eclectic mix of natural beauty and culture from the best surf breaks to the most exhilarating hiking trails and shopping hotspots. Kathryn has been extremely active in the Malibu Association of REALTORS® serving on the Board of Directors, elected as President in 2002, and twice voted “Malibu REALTOR® of the YEAR.”

Kathryn believes, “Home is a personal sanctuary and everyone should be able to enjoy the experience of finding their perfect place. Being an advocate for my clients and taking all the bumps out of the road to a successful transaction is what I do best.” For the passionate real estate veteran, distilling her love of real estate into a company whose focus is on the client seemed to be the most natural progression in her career as a top producing agent. She has always possessed the entrepreneurial spirit, having previously owned an interior design company and a television production company. Her experience in these two areas of business has also given her a unique skill set that allows her to use creative methods to promote her listings.

It is as much her endearing personality as it is her experience and extensive knowledge that allows her to

develop lasting relationships. Always ready with a smile, Kathryn has no shortage of satisfied clients who never hesitate to refer their friends and family. One such client is Andi Howard, the CEO of Andi Howard Entertainment and Peak Records. After selling Andi’s home in Woodland Hills in one day, Kathryn guided her through the successful purchase of her new home in Malibu. “Kathryn was fabulous,” raves Andi. “She negotiated the deal between buyer and seller with the understanding of the needs of both parties. She was professional, sincere, patient and fun and both buyer and seller walked away satisfied. As a result of Kathryn Yarnell being a fabulous agent, I have my home at the beach and more importantly a very dear friend.”

Just as dear to Kathryn’s heart as providing her clients with premier service is her dedication to her community. Joining forces with celebrities and activists, she has spearheaded causes to preserve Malibu as a haven for healthy living and natural beauty. As a result of her community service, she received *The Malibu Times* Dolphin Award as “Citizen of the Year.”

Kathryn begins the day with what she calls “An Attitude of Gratitude.” “I go out with a smile on my face, thankful for my blessings. Don and I focus on the positive and we never give up. This persistence has often allowed us to pull a miracle out of the bag when others are ready to throw in the towel,” shares Kathryn with a smile. This same persistence and dedication combined with the utmost level of expertise and professionalism is what distinguishes Malibu Premier Properties. The company welcomes experienced agents who value a business model focused on people and relationships.

Kathryn Yarnell

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