

TOP AGENT

MAGAZINE



**Brad
Winget**



Brad Winget

A glimpse at Brad Winget's remarkable story reveals a real estate industry expert whose goal is to help everyone he encounters to enjoy success. Whether clients, coworkers, family members or the members of the high school baseball team he coaches, people in Brad's life ultimately prosper. They succeed on and off the "field" that may consist of four bases and a mound, five bedrooms and four baths, or complex financial scenarios in need of repair. "You could say I'm a serial entrepreneur," says Brad, CEO of Utah's

Best Real Estate Group. "I thrive on diversification and truly helping people."

The path to Brad's success began in the late 90s when, after graduating from BYU and working as a mortgage loan originator for his dad's mortgage brokerage, Brad and his wife welcomed their firstborn son, built their first house, and started their first business. Seventeen years later Brad and his wife Malissa operate a diverse realm of real estate offerings through three businesses.



“Originating mortgages in the late-90s, I quickly learned the world of subprime, nonconforming loans,” Brad says. That experience led him and his wife to open their own mortgage brokerage in 1999. Influenced by his brother Jeremy, Brad decided to explore real estate as well in hopes of becoming a “One Stop Shop”. In 2001, Brad and his brother Jeremy got their real estate licenses.

Unable to stop at loan origination, mortgage brokerage and real estate sales, Brad decided to become a real estate broker and soon added a real estate brokerage. “At one point we had 20 REALTORS® and 20 loan officers before the market crashed in 2008. In 2005, I partnered with Doug Clark and Mike Baird and decided

to get into the home-flipping business.” Their company quickly became a power house in the foreclosure and home flipping industry buying homes at auction and flipping as many as 150 homes per year. “We’d bring in our own remodel crews to fix them up, show them to our real estate clients and help buyers finance their purchases.” (Doug Clark & Mike Baird later became reality TV stars & public speakers “The Flip Men”)

But in 2008, just as the market tanked, Brad and his wife were holding onto 45 rental homes they’d collected over the years that had been long term rentals. As some of their renters lost their jobs and quit paying rent, they realized they had



a problem. During difficult times, despite many critics who thought they were crazy, they spent a significant amount of time and money repairing and furnishing their homes to convert them into vacation rentals. Brad and Malissa now manage Utah's Best Vacation Rentals and have more than 50 homes they manage along the Wasatch Front and St. George, Utah.

In 2010, Brad and Malissa saw an opportunity to dive back into the foreclosure and home flipping business just as the market started improving again. Through that company, along with his team of investors, they have continued to buy distressed property and fix them up

improving neighborhoods one house at a time. Brad has become distinguished in this field and continues helping people navigate through the complexities of foreclosure and home improvement while improving his community and real estate values.

Nowadays, Brad has a great real estate team and is also the associate broker for Utah's Best Real Estate Group. He has 2 buyers agents and an experienced assistant in Karley who helps him attend to his buyers every need. Brad focuses on listing and selling homes which he has become very good at. Brad admits that one of his biggest strengths is his ability to walk through a home and identify exactly what needs to be done to

quickly sell the home for the highest retail price. Brad further distinguishes himself from his colleagues when he helps his clients identify and resolve any issues before they become a problem. Brad is careful to list a home until all of the “potential issues” have been resolved to ensure a great first impression and smooth transaction for everyone involved. When Brad Winget takes on a client, he dives in and dedicates himself and his entire team of contractors and specialists who can resolve any problems encountered. With Brad’s 15+ years experience in real estate, property management, home flipping and mortgages, Brad is very unique in his field and offers an incredible value to his clients and team.

Brad’s continued work on expanding Utah’s Best Vacation Rentals offers a lot of excitement for him. “There are a lot of people who don’t realize that I’m a vacation rental specialist”. I’m sure it would be a lot easier to just focus on real estate!” he jokes. “These days, I’m focused on building that business and working with people interested in buying vacation rental investment properties or second homes. I’d love to develop an even better inventory of properties in every “Hot Spot” across Utah,”



he says, barely taking a breath before describing his newest undertaking in vacation rentals. “I’ve recently had the opportunity to work closely on building a first-of-its-kind custom vacation rental community,” he adds, describing the 17 acres his business partner purchased to build out Paradise Village at Zion near St. George, which was recently awarded Utah’s Best of State for vacation rental communities. “I’m back and forth to St. George regularly these days, to check on the progress of the homes we manage and the vacation rental office we’ve opened there as we further expand into Southern Utah.”

One thing people may not know about Brad is that he loves baseball and was All-State at Murray High School and later drafted by the Minnesota Twins to play professional baseball in June of 1994, but chose to



attend BYU where he played baseball for 4 years. Brad had an incredible career at BYU where he set multiple WAC records and was selected as an All-American. Brad graduated from BYU in 1998 and has been coaching baseball ever since. “I love giving back to the sport that has given me and my family so much.” When Brad isn’t coaching high school baseball, he enjoys golfing and fishing in his spare time. However, there’s nothing more important to Brad than his family. “I love all the time I can get with my wife and four kids. There’s nothing more important to me than

family.” Brad met his wife Malissa in high school and has been married now for 17 years. Brad and Malissa are passionate about three different charities: Choice Humanitarian, Huntsman Cancer Institute and The Sons of Baseball Foundation. Brad is currently the committee chair for an annual fishing and golf event with former Major League Baseball stars at the Star Valley Trout Ranch and Teton Springs Golf Course in Idaho, raising money for terminally ill kids and their families so they can “have a once in a lifetime experience” at a Major League ballpark being spoiled on the field with players and coaches.

The couple’s two oldest children play sports at Corner Canyon High School, where Brad has coached baseball for 3 years since the new school opened. “Of course I love baseball, but coaching is sometimes less about baseball than about being a role model and positively influencing our next generation,” he says. Reading online accolades from countless clients who describe his ethics, hard work and attention, it’s easy to see how Brad is just the role model any parent could want for their child.

To learn more about Brad Winget, visit <http://www.utahsbestre.com>
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