



Brian Jeffrey Barbosa

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PROFESSIONAL SUMMARY

Broker, Investor & Entrepreneur with a passion for investment real estate and business operations. Strengths include Real Estate and Business Sales, Acquisitions & Management, Operations, Leadership. Brings a history of building businesses to deliver value to clients with a focus on establishing and implementing creative strategies to achieve both short and long-term goals in business development and client services. Long-term vision is to support local and underserved business and investor communities through over a decade of dynamic entrepreneurial and investment experience in residential and commercial investing, brokerage services, property management, and business operations.

CORE COMPETENCIES

- Real Estate Investing (Residential [1-30 Units] & Mixed-Use)
- Private Equity Investing
- Real Estate Property Management
- Brokerage Services (Real Estate & Business)
- Commercial Real Estate Lending
- Business Operations
- Acquisitions Specialist
- Disposition Specialist

PROFESSIONAL EXPERIENCE

LEGACY PRIVATE CLIENT GROUP

FOUNDER | FAIRFIELD, CT | 2025 – PRESENT

- **Overview:** Business & Real Estate Brokerage Services
- **Responsibilities:** Principal Broker
- **Achievements:** Provide strategic and proprietary methods to assist private clients in accomplishing short-term and long-term investment goals in real estate and private equity by bridging gaps between acquisitions, financing, management, and operations.

GLENSTONE

PARTNER | CONNECTICUT | 2015 – 2025

- **Overview :** Real Estate Brokerage, Property Management, Construction & Lending Firm
- **Responsibilities :** Principal Broker, Acquisitions & Dispositions, Management, and Operations
- **Achievements :** Scaled business through creating a value-driven business model catering to core groups of investors built on years of local investing experience and relationships. Served clients in all aspects of their investments and offered a hands-off investment experience in the Connecticut market across all 8 counties.

JUNKIN' IT

PARTNER | BLOOMFIELD, CT | 2014 – 2018

- **Overview:** Demolition, Removal & Dumpster Company Primarily Serving Hartford & New Haven Counties
- **Responsibilities:** Sales & Operations
- **Achievements:** Scaled business through building core client relationships with a focus on real estate investors, providing white-glove removal, demolition, and dumpster services.

EDUCATION

UNIVERSITY OF HARTFORD — BACHELOR OF SCIENCE, HEALTH SCIENCES

Graduated: 2015

CERTIFICATIONS & LICENSES

- Connecticut Real Estate Broker's License (Salesperson License: 2015 ; Brokers License: 2018)
- Commercial Sales Expert (CSE)
- Certified Buyers Agent (CBA)
- Certified Expert Listing Agent (CELA)
- Certified Business Development Agent (CBDA)
- New Home Certified Professional
- Certified Real Estate Negotiator (CREN)

AFFILIATIONS

- Member of National Association of Realtors (NAR) Since 2015
- Member of Connecticut Association of Realtors (CAR) Since 2015
- Member of New Haven Middlesex Board of Realtors (NHMR) Since 2015

NOTABLE PROJECTS & ACQUISITIONS

- Personally purchased and sold over \$50MM of residential and commercial real estate across 250+ transactions
- Portfolio holdings fluctuated between 100 and 250 units
- Involvement in over 350+ transactions
- Management of 500+ residential investment properties
- Founded and significantly contributed to the growth of Glenstone (2015–2025)

ADDITIONAL INFORMATION

- Fluent in Portuguese & Portuguese Dual Citizen
- Proud Father of 3
- Lifelong Soccer Player & Referee

PROFESSIONAL REFERENCES

Available Upon Request