

## REALTOR OF THE WEEK

# Realtor melds personal, professional life for successful career

By JUDE PATRONELLA  
Real Estate Correspondent

Don Puryear maintains a boundless amount of energy, thirst for knowledge and strong desire to be charitable, all of which proves to be beneficial for the people he works with in his top-producing real estate practice with RE/MAX Metro.

Growing up in Houston, Puryear was very energetic and honed in on his skills of patience and perseverance when he began playing the piano at age 5. He continued playing the piano, performing in school, places of worship and at cathedrals in France during an exchange program while earning a degree in French.

Puryear attained his bachelor's and law degrees from the University of Houston. He has been licensed as an attorney for 18 years and practiced federal law and antitrust litigation with a national firm in Dallas before returning to Houston to practice contract law as a sole practitioner. In addition, he established a successful court-reporting business that grew into a firm of 100 employees prior to its sale.

After becoming licensed as a Texas real estate agent, Puryear joined in association with RE/MAX Metro, specializing in the sale of residential properties inside Loop 610 and surrounding areas, including River Oaks, Montrose, Midtown, Heights, Rice Military, Museum District, West University, Bellaire, Meyerland, Garden Oaks, Tanglewood and the Uptown district.

He quickly became a multimillion-dollar top-producing agent and rates among the top 100 RE/MAX agents in Texas, continuing to

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build his business with referrals.

Puryear continues to enhance his real estate education with designations, having attained the Certified Residential Specialist, Accredited Buyer Representative, Accredited Luxury Home Specialist, Certified Luxury Home Marketing Specialist and Senior Real Estate Specialist.

"I recently attained a Certified Distressed Properties Expert designation with a goal to help people through distressed-property issues in light of the number of short sales and foreclosures currently in Houston and surrounding areas," said Puryear, whose assistants in his practice, licensed real estate agents Jeanna Nelson and Cindy Rahal, also have attained the designation.

One of the things that fascinates Puryear about real estate pertains to helping people solve



Don Puryear

any issues that arise in transactions. He also enjoys business development and finds unique ways to market his practice and listings, advertising in brochures, publications and on the Internet.

Whether playing the piano in one of the houses on the Houston Heights Home Tour or driving around the city in one of the Smart Cars he bought for himself and his two assistants and then added advertisements of his real estate practice on them because they are very noticeable vehicles, Puryear always is promoting his business.

"In addition to my real estate practice, I also own and operate Happy Tails Dog Spa on Waugh Drive. I've been around dogs my entire life and have two adorable Yorkshire terriers, Spike and Daisy," said Puryear, whose dog day-care business generates real estate referrals from the people he encounters in the care of their pets.

"As an avid supporter of animal rescue, I have made the personal commitment and practice to donate a percentage of my commissions to the animal shelter or rescue organization of my clients' choice. I personally support Scout's Honor Rescue and other charities and also am glad to donate generously from my commissions to causes that are important to my clients."