

# JULIET ZACARIAS

**REALTOR**  
**THE ZACARIAS GROUP, SOTHEBY'S REALTY**

When one thinks of a dynamic woman, Juliet Zacarias certainly comes to mind. She blazed onto the Beverly Hills real estate scene in 2001. Since then she has amassed almost half a billion dollars in sales and is one of the most recognized and respected women in Los Angeles Real Estate.

Her impressive client list includes Rihanna, Mary J. Blige, Britney Spears, Travis Scott, Justin Bieber, and several prominent families overseas.

She graduated Magna Cum Laude from the University of Southern California, and is often called upon to speak at the prestigious Annenberg School and USC Lusk Center for Real Estate.

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*“When I began at 24 years old, people told me that this was the most competitive market, that since I had no connections or savings I’d never survive. One year later I bought my first home in Beverly Hills, and never looked back.”*

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**Q: What’s your secret to success?**

**A:** I have always been a confident and calculated risk taker. I have a strong work ethic, am extremely detail oriented, and genuinely care for my clients.

**Q: What did the 2008 crash teach you?**

**A:** That nothing is permanent, the value of money, saving and most importantly, that I can be happy with very little. I went from driving a Ferrari to keeping myself on a budget of \$20/day. I also learned how resilient I am.

**Q: What sets you apart in your industry?**

**A:** My honesty and candor. I tell more people not to buy homes than to buy them. I care about the client, not the commission.

**Q: What don’t people know about you?**

**A:** I’m quite adventurous. I ride horses and love rock climbing. Most people wouldn’t guess that by looking at me. I have traveled to over 30 countries and have a black Labrador that I can’t keep out of the pool.

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