

BRIAN JEFFREY BARBOSA

Real Estate Broker | Investor | Sponsor

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PROFESSIONAL SUMMARY

Seasoned real estate broker, investor, and entrepreneur with over a decade of hands-on experience across residential and commercial markets throughout Connecticut. Founder of Legacy Private Client Group and co-founder of Glenstone, Brian has personally transacted more than \$90M in real estate across 400+ transactions, managed 500+ residential investment units, and built a personal investment portfolio of up to 250 units at its peak, spanning all 8 Connecticut counties. Specializes in bridging acquisitions, financing, property management, and business operations to deliver end-to-end investment solutions for private clients. Currently serves on the Board of Directors of SmartMLS.

CORE COMPETENCIES

Brokerage	Residential & mixed-use real estate, commercial sales, buyer and listing representation, negotiation
Investment	Acquisitions & dispositions, private equity investing, on- and off-market sourcing, deal structuring
Finance	Commercial real estate lending, acquisition financing, investor relations
Operations	Property management, construction and renovation, portfolio management, business development

PROFESSIONAL EXPERIENCE

Legacy Private Client Group | Fairfield, CT 2025 – Present

Founder & Principal Broker - Business & real estate brokerage services

- Provide strategic, proprietary methods to help private clients reach short- and long-term real estate and private equity goals.
- Bridge acquisitions, financing, property management, and business operations into complete, client-centric solutions.
- Leverage a decade of Connecticut market expertise and investor relationships to source off- and on-market deals.

Glenstone | Connecticut 2015 – 2026

Partner & Principal Broker - Real estate brokerage, property management, construction & lending firm

- Scaled a full-service real estate firm from inception, creating a value-driven model serving core investor groups across all 8 Connecticut counties.
- Oversaw all brokerage operations, acquisitions and dispositions, lending, property management, and business development over a 10+ year period.
- Provided clients a fully hands-off investment experience, managing every aspect of the investment lifecycle from acquisition to exit.
- Grew portfolio management capacity to 500+ residential investment units, with personal holdings around 250 units at peak.

Junkin' It | Bloomfield, CT 2014 – 2018

Partner - Demolition, removal & dumpster services - Hartford & New Haven counties

- Managed sales and operations, scaling the business by targeting real estate investor clients with premium removal, demolition, and dumpster services.
- Built lasting relationships with the investor community, earning a reputation for reliability and white-glove service.

LEADERSHIP & COMMUNITY

SmartMLS - Board of Directors, Connecticut's largest multiple listing service 2026 – Present

Fairfield National Little League - Head Coach & Clinic Coordinator (Volunteer) Fall 2026

North End Little League, Bridgeport - Head Coach (Volunteer) Spring 2026

EDUCATION, LICENSES & AFFILIATIONS

University of Hartford - Bachelor of Science, Health Sciences 2015

Licenses: CT Real Estate Broker (2018); CT Real Estate Salesperson (2015) **Affiliations:** NAR, CAR, NHMR (since 2015)

Certifications: CSE, CBA, CELA, CBDA, CREN, New Home Certified Professional

ADDITIONAL

Fluent in Portuguese (dual citizen) - serves international investor clients • Soccer player & referee • Proud father of three