



THE BURR LAW

MAKING YOUR CLOSING SIMPLE, EFFICIENT, AND AFFORDABLE

By C. Grant Jackson

From the time she was eight growing up in the small South Carolina town of Cheraw, Sandra Burr knew she wanted to be an attorney. Fifty years later, she is the only attorney in a woman-owned firm that has become a premier real estate closing firm in Lexington.

The Burr Law Firm, on Caughman Farm Lane, handles residential and commercial closings but also handles wills, probate, business formation, trusts, homeowner associations, and title clearance. The firm is marked by personal service and interaction between the client and the firm's one attorney: Sandra Burr.

"I have found that when it is just me, I can be more hands-on and give more personal service. If there is anything that we are known for, that is it," Burr says. "Because you want to talk to the attorney, you ask for the attorney and you get the attorney. You want to walk in and see the attorney? You get to talk to the attorney."

Terence Smith, co-owner of RE/MAX Purpose Driven in Lexington, one of the real estate firms that Burr works with, echoes that. "She is great. She is responsive.

You can actually get her on the phone. She goes above and beyond."

During her long legal career (she has been practicing since 1983), Burr has worked in firms and with attorneys where that was not the case. The motto of The Burr Law Firm is "making your closing simple, efficient and affordable," Burr says. Keeping the firm small is part of delivering on that motto. Burr doesn't want the firm's clients to just be one of hundreds of closings. "We get people in and out very fast; there is no lingering because they've got better things to do on the day they are buying a house than sit here and talk to me," she says.

Burr has an undergraduate degree from Francis Marion University and a law degree from the University of South Carolina. After law school, she joined the Columbia law offices of Don Rothwell in litigation. She



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then went to the Small Business Administration as a Special Assistant U.S. attorney. “That’s where I got a lot of banking experience because SBA does banking oversight for loans,” she says. After the SBA, Burr worked at Austin Lewis and Rogers, where she began moving into a real estate practice. “I was doing a lot of commercial and had a very strong real estate practice.”

After taking a year off and living in Texas, she moved back to the Midlands and was contacted by Perrie & Cole, an Atlanta firm that had a multistate real estate practice. “I opened its Columbia office, and then we opened the Lexington office. Then, the marvelous 2008 recession came,” Burr says. She had made partner by that time, and, out of the 2008 recession, she had the opportunity to buy the firm’s South Carolina interests. That was the beginning of The

Burr Law Firm. “The Lexington office has been going strong ever since,” she says.

Her experience at larger firms drove Burr in part to create the hands-on one-attorney firm that is the hallmark of The Burr Law Firm.

The Burr Law Firm team consists mainly of Burr and four paralegals. Joann Pigate has over 25 years of experience in real estate and estate planning. Lisa Zetrouer has been a real estate paralegal for 27 years. Lynne Register has been a paralegal for 15 years. The newest member of the team is Kalin Cleary, 22, who began working for the firm as a runner at 19, delivering documents, and is now a paralegal handling closings from start to finish. Burr describes her as well on the way to being a “power closer.”

Cleary says that the environment and the people make The Burr Law Firm a special place to work. “The fact that they want to see people get really excited about buying their first home, or they haven’t bought a home in 20 years. The elderly clients are probably my favorites,” Cleary says. She recalled one client with whom she had spent a lot of time on the phone. “I was so happy because I finally got to meet him in person. He recognized me by my voice, and that was great. Just seeing everyone get what they want at the end of the day makes me happy.”

“We are a really tight-knit group here,” Burr says. That tight-knit group also includes Jack, Burr’s English bulldog. “Jack is coming to work every day right now because I’m finishing up building a house,” she says.

Both Burr, personally, and the firm are

supporters of the American Society for the Prevention of Cruelty to Animals. But that is only part of their community involvement. “We were a sponsor this year for The Taste of Lake Murray,” she says and supported the MDA Muscle Walk with ERA Wilder and Coldwell Banker’s “Dancing with the Stars” fundraiser for the Epworth Children’s Home.



Building relationships is key for The Burr Law Firm in ensuring that real estate closings go smoothly, “because that saves time for everybody,” she says. “We do pretty much monthly visits to each of the real estate offices where I speak on a general topic. We do ‘Breakfast and Learn’ and ‘Lunch and Learn,’ that type of thing. I’ll speak on a topic and then answer questions that they may be dealing with on a daily basis.”

Smith says that Burr has been to the RE/MAX Purpose Driven office at least twice for presentations. “She will talk about on the legal side of things, trying to give some background information. It’s very helpful and helps us explain it to our people.”

Michael Lucas, broker-in-charge at ERA Wilder Realty in Lexington, says Burr has also made presentations to his staff. He has worked with Burr in many capacities since 2005 and has always been impressed with “her wealth of knowledge.” That is really key in a business where time is of the essence, he says.

Burr wants people to know that, if they use the Burr Law Firm, “They get old-fashioned service. They truly get hands-on, personalized individualized representation. And at a fair price, which is important.” ■

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