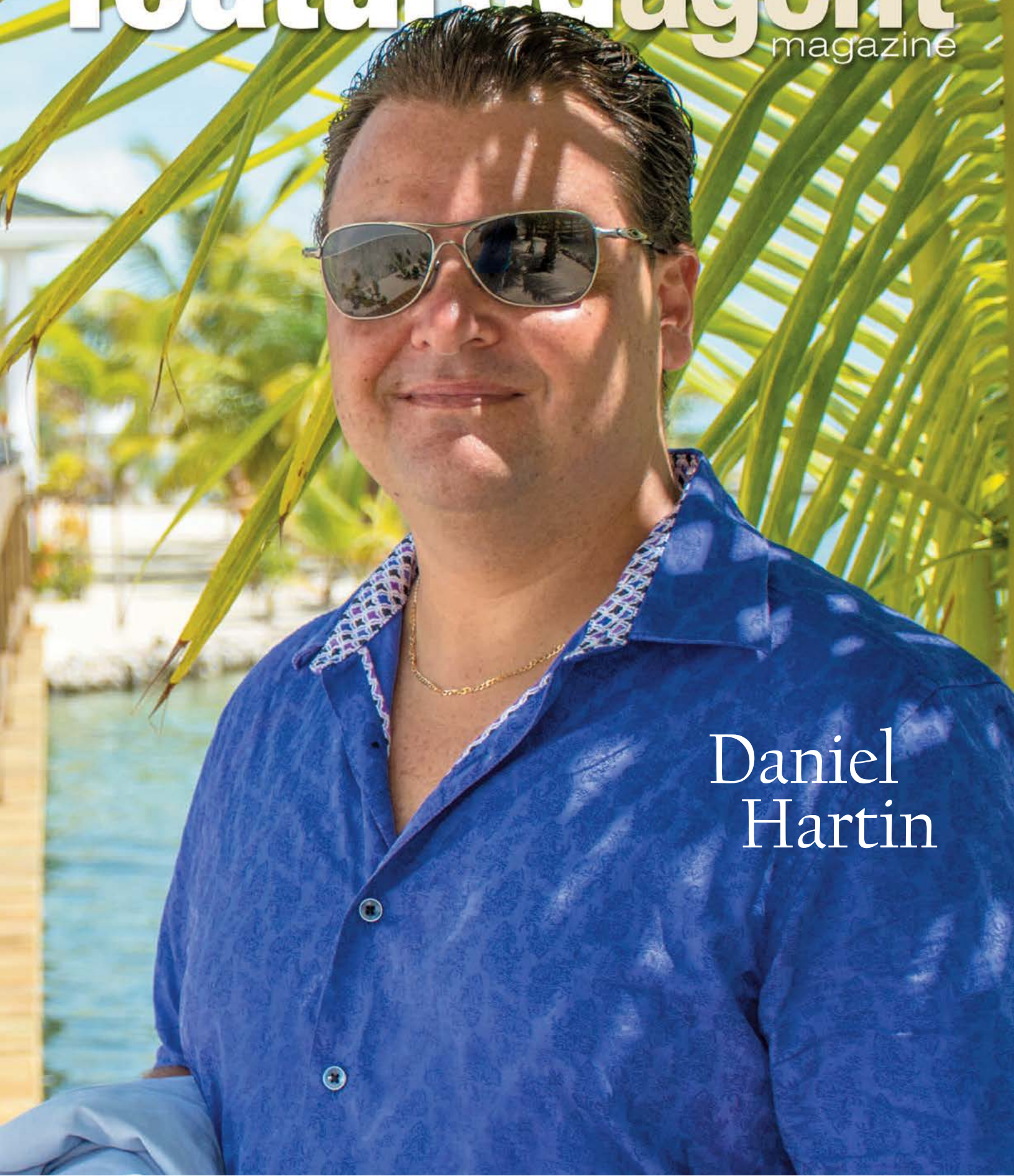


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magazine



Daniel
Hartin



Daniel Hartin

Few people are fortunate enough to find their ideal career straight out of the gate, but that's exactly what happened for Daniel Hartin of Sandy Point Real Estate in Belize. He got his start in the business just after high school and it has become his life's work. "I'd always been interested in real estate. One of the things that appealed to me was being involved in something where people are making life-changing decisions. I see real estate as a great business where you're helping to shape people's lives, where they live, and how they invest."

A native of Canada, Daniel was a decade into his successful career when he asked himself a pivotal question. "After 10 years working in Toronto, I started thinking about what I would be doing if I was retired," he recalls. "I thought I would probably be selling real estate in the Caribbean." He shared that vision with a friend, who told him about Belize, explaining that it was an English-speaking commonwealth with similar real estate laws. Daniel was intrigued and decided to check it out for himself. "I decided to scout it out to see what the possibilities were and I loved it! After starting three RE/MAX

franchises across Belize and getting started in resort development, I've never looked back."

Daniel now manages the Daniel J. Hartin Team at Sandy Point Real Estate, the largest real estate company in Belize. In addition to running the sales arm of the business, Daniel also serves as a director of Sandy Point Resorts and Sandy Point Developments. "Sandy Point Real Estate exclusively takes care of all the real estate sales, whether pre-construction or resale for eight different resort projects," Daniel explains. "That's the portfolio we've grown over the last several years. We've been able to accomplish a lot more because we don't just focus on real estate, we're also a management and development company."

Developing and maintaining a successful real estate business is challenging enough in one's home country, let alone doing so in an entirely different culture. But Daniel didn't let those challenges stop him. "I wanted to show dignity and respect for the local culture and learn how they do business, so the first thing I did was learn to speak Creole, the local language," he says. "There are no real estate boards

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in Belize, but I guide myself under the same fiduciary and ethical duties of other real estate boards and train my agents to operate under those same duties." Doing so has helped Daniel and his team gain a reputation for honesty and transparency. "There are recognizable international real estate brands that come in, but that doesn't mean they have the experience or understand the culture in a way that will truly protect their clients' interests."

That commitment to honesty also extends into the culture Daniel is developing for his team. "I always stress to my agents the importance of being honest and having each other's backs," he says. "I also teach my agents how important it is to maintain a good database. If I could go back in time, that's one of the things I would have done to make it easier to stay in touch and maintain relationships with clients, because when you come down to it, this business isn't just about real estate, it's about relationships."

Daniel's commitment to serving his clients has earned him industry honors and awards throughout his career, including being named among the Top 50 agents worldwide from RE/MAX during his time with them. Currently, he is #1 for condo sales in Central America and the Caribbean, and Sandy Point REALTORS® enjoy the distinction of having the largest market share in Belize. As the market share grows, the team's emphasis on giving back to the community grows along with it. They sponsor local soccer and sailing teams, a beauty pageant, and the local police and fire departments. Additionally, a percentage of every deal is donated to help take care of various needs in the community. "We like giving back," Daniel says. "It's one of our formulas for success. We want to be sure the community realizes we're not just making money but giving a lot back as well."

There's never a dull moment in real estate, which



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is one of the reasons Daniel enjoys it so much. “Every deal has a turn of events or some other way in which you need to look out for the buyer or seller,” he says “It keeps the mind active and knowing I helped my clients make a big life decision is very satisfying.”

As tourism in the area continues to grow, Daniel has plans to expand and become involved with well-known hotel brands. The team is also beginning to think about moving into larger offices.



The fast pace of Daniel’s business doesn’t leave a lot of room for leisure time, but when it does happen it’s no surprise to hear that water is involved. “I love spear fishing, scuba diving, jet skiing and just getting to enjoy time with my wife and son.”

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Sandy Point Real Estate | San Pedro, Belize

US: 1.512.549.2078 Belize: 011.501.226.5478

daniel.hartin@gmail.com | www.sandypointrealestate.com