

featuredagent

magazine



Joshua Orth



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Although he's fairly new to the real estate industry, Joshua Orth of Exit Real Estate North has done more than his fair share of work to get his business up and running efficiently. After a couple of years of being a stay-at-home dad, Joshua and his wife hatched a plan that included him pursuing his interest in real estate, which would then allow her to stay home with their children. "I took a huge leap of faith," says Joshua. "It was difficult in the beginning, but I was able to lay a solid foundation and, in the last year, my business has really taken off."

Expertly serving clients in the Greater Spokane area where he was born and raised, Joshua enjoys working with people of all ages and looking for homes of all types. "Here in Spokane, you don't have to go very far to be on the lake or in the city, so that makes it really easy to help all kinds of clients. It's such a diverse market; every transaction

is so different, which just means more experience for me," Joshua says.

In fact, that diversity is part of what makes his business so successful. Joshua stresses that the most important part of his work is providing the same quality service to every client, every time. "Nobody is going to outwork me regardless of the price point. This is about building a solid business and forming relationships, and making sure I build a strong reputation for myself. I want to be the last real estate agent a person ever uses and I'll do whatever I can to earn that trust."

Also at the forefront of Joshua's business and personal life is his Christian faith. "My faith is a huge part of my life and it's what guides me. Now, I'm not going to thump you over the head with a bible," Joshua says with a laugh, "But my actions and my



photography by Krysan Joye Photography

character — joy, peace, lots of patience — and how I navigate through life is how people will know they're dealing with someone who is honest and ethical. There can never be any question in my client's mind if I'm doing the right thing or not."

Since the very beginning, Joshua has made it a priority to create a positive work-life balance. His wife and their three children are his crowning achievement and he does everything he can to support them, not only financially, but emotionally as well. "It is my goal to build a great brand for myself, but not at the expense of my family. I believe you can easily get too consumed by this business and become a workaholic," says Joshua. "I don't want to do that. What good would it do to provide for my family if I'm never there for them? My family means everything to me."

Active in his church, Joshua regularly gives his time





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and efforts to such things as supporting missionaries and helping out at any of the many ongoing events they host. Among his proudest accomplishments is the Ironman competition Joshua competed in. “That competition took so much hard work and determination and that’s something that I’ve been able to tie into real estate,” Joshua notes. “It took a lot of perseverance to get through the first few years of this business, but just like the Ironman competition, I worked really hard to be successful. I also got a World’s Best Daddy t-shirt recently and that was pretty cool, too!”

Looking ahead, Joshua intends to continue growing at his current, steady pace to one day get to the point where 100% of his business comes from referrals

and repeat clients. “I invest a lot of time in lead generation, and then building on those relationships, which is a key aspect if I want to reach that goal.”

Asked what he enjoys most about his job, Joshua says it’s getting to the closing table and seeing the excitement on his clients’ faces when he hands over the keys. “Writing an offer on behalf of your clients, and then having it accepted never gets old,” says Joshua. “And all those things that are kind of cliché like taking pictures in front of their new home — that’s the most exciting part for me. I’ve built some great friendships with so many people. I’m not just their agent anymore, I’m their friend, and I really enjoy that.”

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