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magazine



*Sarah  
Halton*





## Sarah Halton

For Portland REALTOR® Sarah Halton, there's always been something special about the concept of "home." Her mother was a home builder and interior designer and her father owned a Caterpillar Tractor dealership; that combination had her spending a lot of her time on a wide variety of construction sites. "My mom and dad instilled a strong work ethic and taught me to respect real estate," she explains. For Sarah, that included hauling materials in and out of properties, sweeping floors, scrubbing countertops, and cleaning up at the end of each day. "My mom educated me that every job site and home was to be treated with the utmost respect. A property was a direct reflection of oneself and from breaking ground to the move-in date, a home was to be clean, organized and presentable." Those lessons stayed with Sarah as she renovated houses during college and guide her now, as she assists home buyers and sellers throughout the Portland metropolitan area.

Sarah's background and training as an elite athlete — she played Division 1 soccer for Gonzaga — is apparent in the methodical way she approached the beginning of her career. "Before starting I went to dozens of open houses and I started asking agents who

is the best. Across the board I heard one name, John Gregory," she explains. "After two 4-hour interviews, John offered me a desk and I jumped at the privilege and opportunity. I have been blessed with a mentor and a teacher, who since day one has helped guide me and formulate a plan, allowing my business to evolve and flourish."

Clients who work with Sarah can expect to have an advocate on their side who is competitive and loyal. Here's how her client, Eve Stern, describes working with her, "Sarah is sweet, calm and low key, but she is also tenacious. We started out talking with several REALTORS®, but Sarah was the one who kept bringing us properties the others seemed to miss. Sarah went the extra mile and worked hard to get us exactly what we wanted. We felt that she was well informed about the real estate scene in Portland, loyal to us and communicated well with the sellers. We were very pleased with the work that she did and will be using her to sell our house as well."

In addition to her business acumen, Sarah never loses sight of the emotional aspects of buying or selling a home. "Real estate is often an emotional experience

and journey," Sarah says. "I aim to be a partner on this journey and support my clients, allowing them to experience the voyage as a joyful, positive and fun adventure. I create a strategic plan tailored to each client's specific needs, which provides clarity, security and a vision to accomplish the end goal."

By building a business centered on creating trusting relationships, Sarah is fortunate to be able to work with almost all repeat clients and referrals. "My clients are entrusting me to help them with an extremely personal and financially substantial matter and my favorite aspect is when, after all is said and done, I have delivered my clients outstanding service with positive results."

Sarah credits her late grandfather with offering her advice that she always keeps in mind as she nurtures her business. "He was a farmer for 98 years, and he always said, 'If you take care of your farm, your farm will take care of you.' I know that the same is true of my clients," she says. And now that she has several successful years in the business, Sarah has her own thoughtful words to offer others who may be thinking about pursuing real estate as a career. "There is no

magic to being great; you get out what you put in and you make it what it is," she says. "Find the best Managing Broker and do everything you can to work for them, soak up their knowledge, use them as your compass and mentor." And, as always, she offers a reminder that the focus should be on the clients, not the other way around. "If you want it to be all about you, do not go into real estate."

Though Sarah's business keeps her extremely busy, she always makes time for helping others and being active in the community. She has volunteered for VolNepal, teaching English in an orphanage on the India/Nepal border and planning a women's center in Kathmandu. Closer to home, she was recently asked to join the Oregon Wildlife Board of Directors. "I am the second woman to ever have been on the Board and honored to represent this nonprofit alongside Oregon's most influential business people," Sarah says. Additionally, she volunteers for Big Brothers Big Sisters and donates to the Oregon Humane Society and the Windermere Foundation, which supports low-income and homeless families in local communities through donations from Windermere agents. Giving back is a way of life for Sarah.





When asked what she enjoys the most about being in real estate, Sarah's answer is instantaneous. "It's helping people," she says. "The best indirect compliment I could ever receive from a client is hearing feedback from a third party that they felt like they were my one and only client throughout the transaction," she continues. "Purchasing or selling a property is often an emotional thing and I take my responsibility as a real estate agent very seriously. I am honored when people choose me to help them."

Looking ahead, Sarah sees a future full of opportunities to learn and grow. "I want to keep improving every day and focus on how I can continue to better support and help my clients. Real estate is just boards and dirt, but people are the heart that keeps my business alive."

When she's not busy helping clients, Sarah and her husband, Sean, enjoy hiking, traveling, scuba diving and simply being together having fun.



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