



When you're someone with a work ethic as strong as Daria Olah, a career in real estate makes perfect sense. After working for years in salaried positions and being frustrated by the limited earning potential, she started searching for an alternative. "I wanted a career where I could potentially earn more based on how hard I was willing to work," she explains. "I also wanted to do something that was rewarding, and I realized there isn't anything more rewarding than helping

people find their first or forever home. It's really an honor and a privilege to help people through that journey."

Now a licensed real estate agent since 2013, Daria is based out of Elliot Lake, which is located between Sudbury and Sault Ste. Marie. "I don't limit myself to working in just one area," Daria says. "I work with a lot of residential housing in town as well as waterfront properties."

Daria's clients know that when they choose her to help them buy or sell, they get her full commitment to work hard on their behalf. "All my clients know I work weekdays, weeknights, weekends, holidays, birthdays — you name it," she says. "I rarely leave Elliot Lake or take time off." For Daria, going above and beyond isn't the exception, it's the rule. She even worked while she was in the hospital in labor with her son, and took out-of-town buyers to view nine waterfront properties the day after he was born.

As remarkable as that is, her work ethic isn't the only quality that sets Daria apart. She also believes in conducting her business with honesty, integrity and patience. "I work with many first-time home buyers and since it took me more than two years and over 50 properties to find a house for myself, I'm definitely able to relate to them," she says. She also places a strong emphasis on communication and professionalism. "If you look and

act like a professional, people are going to respond positively to that," she adds.

Because the area she works has a classic small-town dynamic, Daria recognizes the importance of generating positive word-of-mouth as a way to grow her business. "I have earned a great reputation because of the outstanding service I offer and I think most of my clients see me as having a friendship with them, rather than just a client relationship," she says. "Clients refer me to family members and friends because I'm very knowledgeable about the markets, as well as the community. That's especially important because I work mainly with out-of-town buyers."

It's clear Daria made the right choice when choosing a career in real estate, and her enthusiasm for her job is contagious. "I love the diversity that each day brings and how no two days are ever the same," she says. "And I definitely enjoy working with people from all walks of life and different backgrounds. Buying or selling a home is very emotional for most people. It's important clients know I understand that."

Already enjoying notable success after just three years in the business, Daria has every reason to be excited about what the future holds. "I'm looking forward to becoming more recognized in the community and to continue developing an outstanding reputation so I can become one of the top-selling agents in the area."



Daria Olah

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