



Steve Halen is dedicated to each and every client, but he especially loves working with veterans. It makes sense, considering he enlisted in the military as soon as he graduated from high school. His service in the U.S. Navy took him to Washington State for six years and gave him a strong foundation on which to build his career.

After leaving the military, Steve went on to work for, and later owned, a pest control business. At the same time, he also served as a firefighter and EMT for 25 years. When he arrived in the Grand Canyon state in 2012, he was ready for a new adventure. Real estate offered the flexibility to set his own hours and provided the opportunity for the rewards that come from hard work and experience. “I wanted to be able to come and go as I please without having to punch a time clock,” Steve says. “I worked my tail off my whole life. I still work very hard now, but I enjoy it a lot more.”

With a true passion for the industry, it didn’t take Steve long to excel in his new venture. He began serving clients throughout the Metro Phoenix area with all of their residential real estate needs and in 2013, earned a Rookie of the Year award. Over the years, the accolades have kept coming.

Steve is well-respected and always honors his word, which is reflected in the many positive reviews (and zero complaints) that his clients consistently provide. This explains why an impressive 50% of his business comes from returning clients and referrals.

Providing stellar customer service throughout the entire home buying and selling process is paramount. With a thorough understanding of the local market, Steve is fully committed to his clients’ best interests and particularly loves making the dream of homeownership a reality for buyers who didn’t think it was possible. “It’s pretty cool

to put keys in the hands of buyers, especially first-time homebuyers who are so excited,” he says. Steve takes the time to work through all available options and, while it’s not always easy, he certainly has a great track record for making it happen.

Offering some less traditional paths to homeownership is key, and Steve has put together multiple options that aren’t one-size-fits-all. Flat fees, bidding platforms, reviews commission, and more are on the table to help get clients into their dream homes. Steve stresses that these alternative financing structures benefit buyers and sellers much more than they do the agent.

“My philosophy is that I’d rather make less money to help someone and do more business, than make a ton of money and do less business,” Steve explains. This is in line with his deep faith in God, as he believes in following the teachings of Christ to always do what’s right.

In 2021, Steve launched his own brokerage R&S Premier Homes, an appealing broker destination which offers growth incentives and a wide array of benefits. “It’s just like what you’d see from one of the big franchises, but has more of a mom-and-pop feel with a local, independent broker.” There are currently eight agents working with the firm and an ambitious goal is in place to add more than 30 new agents this year. With lower monthly and transaction fees, a full suite of marketing tools, and complete back-office management systems, R&S Premier Homes is the perfect place for agents looking to expand their careers.

In his free time, Steve appreciates the fantastic weather and outdoor lifestyle the Phoenix area offers. When he’s not busy showing homes or negotiating offers, he devotes time to family, church activities and service, and stays fit through regular exercise.

Steve is of course focused on the future growth of his brokerage, but most of all, he looks forward to putting more house keys in the hands of his clients and fellow veterans.

## STEVE HALEN

R&S PREMIER HOMES | PHOENIX, AZ

480.253.0071 | [STEVE@AZDREAMHOMESEARCH.COM](mailto:STEVE@AZDREAMHOMESEARCH.COM)