

TOP AGENT MAGAZINE



KYLE BALL

With an immense desire to succeed, Principal Broker Kyle Ball of The Horizon Home Team in Portland, Oregon, has seen tremendous growth in his business. Affiliated with prestigious Mal & Seitz Real Estate Solutions, Kyle along with his team, remain loyal and dedicated to providing supreme service to their clients. Coupled with a commitment to staying on the cutting edge of technology, the Horizon Home Team has consistently ranked amongst Portland's finest real estate teams.

A Portland native, Kyle studied business and worked in retail management early in his career. "I learned a lot through those experiences." During that time many of Kyle's customers happened to be real estate investors and agents. Through those connections and relationships, Kyle and his wife Nicole began investing in real estate. "The market was starting to increase, so we bought some rental and flip properties. I enjoyed it so much that I made the decision to leave the 9 to 5 world behind and go into real estate sales full-time."

Upon receiving his real estate license in 2006, Kyle hit the ground running. "Naturally having grown up here I have a very large network of friends and family. I also developed critical vendor relationships with mortgage lenders, contractors and people established in the area that can help in various capacities to grow my business." Being an expert on the Portland market has been essential in assisting people moving to the area. "When working with relocation buyers I can answer a lot of their questions from my personal experience and give them detailed information others might not know. That helps me provide top quality service to people who need more information on the area. We can help any client coming to Portland, regardless of their location needs."

After four years working as an individual agent, Kyle decided to continue to expand his business by creating the Horizon Home Team in 2010. "Having a team has been amazing and what we are doing is pretty unique. Our team comprises of nine individuals and we are set up geographically. We cover an hour in any direction of Portland." Overall the Horizon Home Team has over 100 years of combined real estate experience. "We are very experienced. Because of this we are able to help each other answer any questions that might pop up, so there is a lot of collaboration."

The Horizon Home Team is further established under Mal & Seitz Real Estate Solutions, which has been a force in the Portland real estate market since 1946. "They have a really strong local presence. Working underneath their umbrella

allows us to have a more personal approach to real estate that would not exist if we were working with one of the bigger real estate chains. This enables us to have more flexibility and independence in how we work with our clients, as well as the level of service we can provide."

While willing to work with any type of buyer or seller, Kyle admits his team has been extremely specialized in foreclosures and short sales. "Personally I work with a lot of move-up sellers, but as a team we have a lot of REO experience. With the market starting to shift we are now working with a lot of relocation buyers and also sellers who are wanting to trade up or down to fit their next chapter in life. That is a big focus for us currently."

A huge key to Horizon's success has been their use of technology. "We are heavily invested in online platforms and have a full-time office manager, Gigi, whose is very busy behind the scenes with online advertising and things of that nature." This past year the Horizon Team hit a huge benchmark with 132 sales resulting in an excess of \$30 million in total sales volume. "That was a massive accomplishment for us." For their continued efforts, The Portland Monthly Magazine has selected Kyle and his team as top agents in the market each of the past three years.

In the end, it's not about total sales but meeting clients' needs for Kyle and the Horizon Team. "The most rewarding aspect of working in this business is knowing that we helped our clients achieve their real estate goals and better their life. My motto has always been to treat others' as I would want to be treated. That is what its all about for us."



TO LEARN MORE ABOUT KYLE
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