

TOP AGENT

MAGAZINE



Noah Kirshbaum

While working to become a Marriage and Family Therapist, Noah Kirshbaum's career path took an unexpected turn when a friend who was a REALTOR® asked him to get his real estate license in order to help her out with her burgeoning business. "I had actually been doing remodels and flipping for a while at that point and had a real understanding of construction and design. That combined with my background as a therapist, made real estate a perfect fit."

After working at a small independent brokerage in Bend, Oregon, Noah moved to Portland, where he eventually joined Better Homes and Gardens Realty in 2012. "I really wanted to surround myself with a positive environment and I just love the culture here. We have an amazing owner, Eric Post, who I had long admired for his work in new construction, which I knew was where I wanted to eventually focus. Part of his philosophy is that this business is all about building partnerships and that's not just a selling technique, it's the real deal. We're all in it together here, I don't do anything by myself. I don't think you can say that about many other agencies."

Noah's skills as a counselor have proven remarkably valuable, especially when it comes to dealing with his new construction clients. "Every transaction is an emotional process, but my ability to listen and understand the needs of my clients, combined with my patience has been especially helpful when dealing with clients who are basically building their dream home. My experience in doing my own remodels has given me an expertise that my clients can also rely on. There are numerous decisions to make when building your own home and I'm there with them every step of the way, helping them pick tiles or hardwood flooring, whatever they need. One of the keys to being a great new construction REALTOR® is really knowing when you need to slow the process down. It's important to always

gauge what your client is feeling. The process is stressful enough, the last thing you need is for them to feel pressured or rushed."

Clients also praise Noah and his whole team for their strong work ethic and providing unsurpassed customer service that prioritizes putting the client's needs first. In addition to his busy career, Noah is a volunteer for the non-profit Project Homeless Connect an organization that provides health care services for the homeless.

Noah would like to continue growing his team and in the next five years would like to expand more into new construction projects, eventually working exclusively in building and remodeling while his team takes on all other aspects of the business, but building and maintaining relationships will always be top priority. "When I first got into the business, I didn't realize that it was all about relationships. I thought it was very transactional, you bought or sold a house and then you stopped talking to your REALTOR®. That's not how it is at all. We live in a close-knit community so I see them all the time at the farmer's market or the coffee shop and can truly count them as friends. Coming to that realization has made this career an absolute joy."



For more information about Noah Kirshbaum of Better Homes and Gardens Realty, visit www.noahsellshomes.com email Noah@bhgpartners.com or call 503-957-3836