



SBH

REAL ESTATE TEAM

Story by Jacki Donaldson
Photos by Leah Wallace,
Leah Ariel Photography

Although Pat Barton is an award-winning, top-producing REALTOR®, he does not talk much about his numbers, honors, and accolades. The story he tells about himself, rather, centers on who he is and what he does — the stuff that means something to the clients he has been serving for the past 17 years.

...

top producer

PAT

BARTON

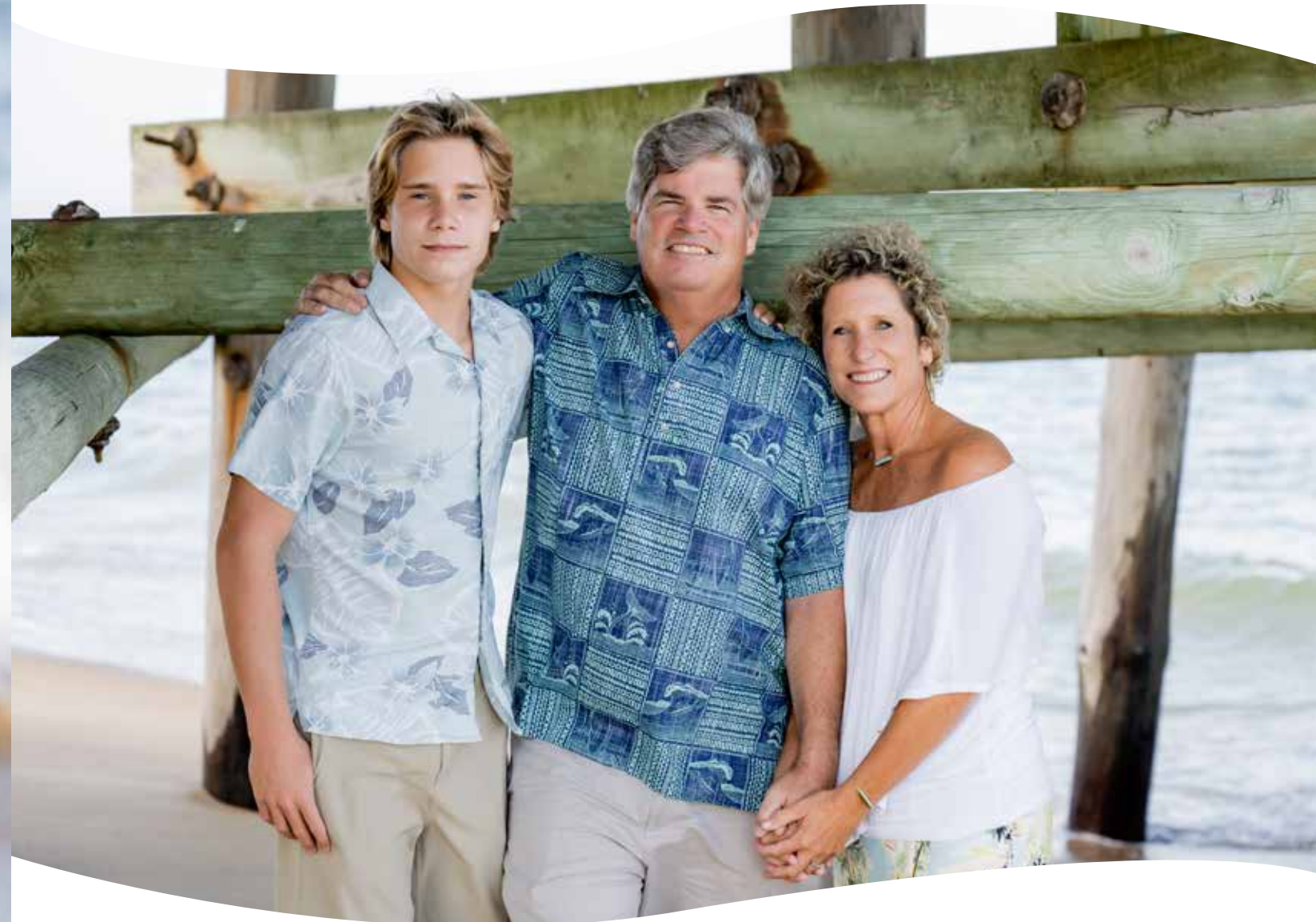


Pat's story starts in Hong Kong, his birthplace. His father worked in the city as a journalist and then in the travel and tourism industry, and his mother worked for Hilton International. When Pat was 6 years old, the family, including his two brothers, moved to Guam, where they lived for four years before heading on a six-month trip to see the world, eventually landing at their new home in Sandbridge, VA, a second home to his grandmother, Bunga Barton, since 1957.

Pat grew up on the five-mile stretch of coastal beauty and planned to stay local after graduating from high school, but his mother had other plans. "She told me I had to get out of the house," Pat said. "So, I jumped in the car with a friend whose parents were taking him to check out Flagler College in St. Augustine, FL. "We went down and spent the weekend there, and I never looked back."

Pat earned a business degree from Flagler and then launched into the surf industry. He was the President/Owner of Sea Vision Sales & Marketing, a company that specialized in representing surf brands in the Mid-Atlantic region for more than 15 years. During that time, he took a two-year hiatus from the industry and along with a business partner opened up a surf shop in St. Barths, FWI.

When he started feeling like he was aging out of the youth-driven surf world, Pat made an intentional move into real estate, following in the footsteps of his mother, Karen Barton, who sold property in the area for many years with Kabler & Riggs, which later became Sandbridge Realty.





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when his web designer asked if he wanted a lead-capture module requiring visitors to sign in online to get information on properties, he told him he didn't want it. "I want to share all the information, and when someone is ready, hopefully, they will think of me," he said. "I can't tell you how many times people have said, 'I've been on your site for years, and now, I'm ready.'"

For Pat, nothing in real estate is better than seeing clients happy with their property, and nothing makes him more grateful than knowing he has a supportive team in his corner. "To be successful, you have to have people around you to support you on a business and emotional level," he said. "I feel very fortunate to have that." Pat's team includes his wife, Amy (Client Relations); Susan Marshall (Assistant); Christopher Pfaffinger (Marketing Director); Julie

Breheim (Closing Coordinator); Sarah DiPeppe (Social Media); and the management and staff at Atlantic Sotheby's International Realty.

Says Pat about how he is going to approach 2022: "I am going to show up at work every day, do what I am supposed to do, reach out to our clients, stay in touch, stay engaged, and everything should work out well."

His personal approach for 2022 is to continue spending cherished time with Amy and their son, Bane, doing all the things they love — traveling, boating, surfing, and relaxing on the beach.

... The transition into real estate was relatively smooth for Pat. With some residual income coming in from his surf business, he hit the ground running with a RE/MAX Allegiance team in 2005, the tail end of the craziness in the market. People were calling desperate to buy real estate, which helped Pat close 25 transactions that year. Four years later, he became an independent agent and secured his office in Sandbridge.

Now the Owner/Associate Broker of the SBH Real Estate Team brokered by Atlantic Sotheby's International Realty, Pat is the go-to person for folks who appreciate the international brand and his local history and knowledge. Pat also believes in giving back and being an active member of the community. He spent almost 10 years on the Sandbridge Civic League as a board member and President. He is also

the co-founder of Sandbridge Beach Business Association. "The only way to keep the community going strong is by being involved and staying on top of what matters," he said.

His clients are one group of people that truly matter to Pat. "I have always liked helping people," he said. "You have to have a genuine interest in helping people to be successful. You can learn a lot of other stuff, but if you don't have that interest, it's going to be tough."

Success, Pat shared, also comes from working hard and being passionate, honest, and true to who you are. One of his stand-out qualities is his open-book approach. "I share everything I know and don't expect anything in return," he said. For example,



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