

The Business Spotlight: The Danberry Co.

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SPEAKERS

Dan McQuillen, Halie Morris

- H** Halie Morris 00:01
Hello, everyone, and welcome to another Business Spotlight. This week, I have an exciting guest. I brought Dan on from the Danberry Co.. He is going to tell us a bit about what he does in the company in particular, and let us know about one of these Toledo favorites. So Dan, if you don't mind?
- D** Dan McQuillen 00:53
Yeah, thank you. Thank you for having me. I'm excited to be here. So a little bit about the Danberry Company. We are a real estate company and we were started in 1962 by a gentleman named Richard Glowacki. It was actually an insurance company and throughout the process to an insurance, he ended up getting into real estate, and started the real estate company. One quick, little interesting thing; so if you're out there, and you see our signs in the public, our signs are ovals. How did we come across that? They weren't always that way. So the first year or two we had a got a god awful, ugly sign and Dick Glowacki and a partner were driving around town and they kept seeing the same sign on different intersections throughout the city. They said, "Well, if it works for that company, it's going to work for us, and we're gonna we're gonna use that oval "For Sale" sign. That company that they saw was Sohio. So if anybody remembers the old Sohio gas stations, that's where we copied our sign from and that's how we came across the oval. That was back in 1962. We've been a market leader in real estate sales since 1981. So for 40 years here, and just recently, this year, we actually crossed the billion dollar sales threshold,

which we were really excited about in 2020. That was the first time we've ever done that. We've actually doubled our sales volume in the last five years, so we're super excited. Last year, we did it in a pandemic as well. With a pandemic, like all other businesses, we had to change how we did business and how we operated. We have the best staff, the best agents that we could have, that really adapted and did what they had to do to survive and actually thrive. We have about 330 agents or so and on top of that, we have another 45-50 staff people to support all of them. It's been a great run. We're looking forward to many more things and doing some really cool things, which I'm excited to tell you a little bit about.



Halie Morris 02:59

I'm excited to hear them. I'm really curious. How far do you guys reach? What areas do you cover?



Dan McQuillen 03:06

Yep. So our footprint goes all the way up to about Monroe, Michigan and then down past Findlay. We hit Lima, and then over to the Catawba Area, and then all the way over to the Indiana border. So we recently grew. We actually created a Bowling Green office about three years ago now and then after that, we opened up the Findlay office about a year after that. So we continue to grow. We look for good opportunities, but we want to do things that are right. We don't want to grow too big for where we can support people. We've had people from outside the area ask us to come into their markets. At first, it seems really exciting, but in the end, my partners and I would sit down and talk and said, "If we go into this market, we won't be able to support the agents the way that we feel we need to." So we've declined some things, but we're always open and looking for things to do, and looking for ways to grow and give more opportunities to our agents.



Halie Morris 04:09

Wow, I was really curious just because I'm also local. I live right in Sylvania. Locally, we see your signs everywhere.



Dan McQuillen 04:16

Good!

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Halie Morris 04:17

So I was just wondering. I am typically around this area and about the farther south I go on a regular basis is Perrysburg or BG, so to see like your signs all the way down there- it's really cool to see from the perspective of somebody who knows a friend who just bought a house, who knows somebody else who's buying a house, who hopes to start looking in the next year or two. It's a hot market. It's really cool from like a nosy perspective because I like to look at houses.

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Dan McQuillen 04:51

Absolutely yeah. Everybody loves real estate. Everybody talks about it. It's the biggest purchase somebody might have in their in their lifetime and we love helping people with that. The reason I think that we've also have so many agents, and the reason that we were able to open up a Bowling Green office and a Findlay office is because of the culture we've created here at our company. We are big on culture. Everybody here is super supportive of each other. We're also very involved with the community. We feel that giving back to the communities is essential to doing business in the community. So we've created the Danberry Treasure Chest, which I'm not sure if you've heard of, but we're going on our 26th year I think it is. And what it is, it's an emergency fund for the Toledo Children's Hospital. So when a family gets into a bad situation, and they can't pay maybe a utility bill, a phone bill, or they can't put gas in their car, the treasure chest will step in and help them out so that they can get back on their feet. We've done some things where some of the stories are just so heartbreaking. I mean, we've had a mom who was pregnant, and the doctors didn't think that the baby was going to survive birth. The baby survived birth, but had all sorts of complications and the baby had to meet a specialist every day of the week. Well, the mom didn't have a car, right? Well, you can't take this newborn baby on a bus. So the treasure chest stepped in and purchase a car for her. I mean, that's a rare thing. That's kind of a bigger thing we've done, but the fun thing is everybody buys into the treasure chest here. All the agents, many of them give a portion of their commission checks to the treasure chest. We usually do a big event every year and everybody's been involved in selling tickets, soliciting sponsors, soliciting auction items, and we just have fun doing it. We just love everybody here here at the office and the company. The treasure chest is near and dear to our hearts, but we know we got 300- we almost got 400 people total at Danbury and we know that they all have different causes that are special to them. So a couple of years back, we created the Danberry Community Benefits Program. What that is, is we'll throw a cool party for all our agents and your only ticket to admission is you have to get four hours of community service doing something, whatever you want it to be you can do. So what we really tried to do is get our agents volunteering in the community doing what they like to do. The first year, I think we had about 8,000 hours or something like that. I forget the exact numbers, but then we doubled it the next year, and

then the pandemic hits, so we couldn't get out and volunteer. We're hoping we can get back out and serve people again. So again, we are a real estate company. Believe it or not, after I just talked about all this community service stuff we do, but again, we're here to serve. We're here to serve the community. We're here to serve our clients. We're just trying to do good for everybody and be good people.

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Halie Morris 08:01

Being such a community based company being so locally oriented, I feel like that community service aspect only adds to it. We, on our Everyday Business Solutions podcast, are actually going to have an episode in the next couple of weeks come out about getting involved with your company, and community service and why it benefits your company [Episode went live on March 23, 2021 with Jill Kellermeyer-Kegler]. So it is really cool to actually hear you talk about it, knowing that conversation that I just had, knowing we're going to release it to our own followers. It is so pivotal, not just for being locally engaged, but also being engaged with your employees and your your realtors in this case, that you can give them that mental break. You can give them that cause to work towards and people want to work for a good company. They want to work for a company that does good. So there's so much happy energy that comes back from that.

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Dan McQuillen 09:02

It's amazing because realtors are unique from that standpoint. They're not employees. They're all 1099 or they're all subcontractors basically. Yeah, they may all be working for Danberry, but they are competing with each other. They're out there trying to get business. They're trying to grow their business and real estate sales is so unique because you're out there competing with the person next to you to get the listing to get a buyer, but then in the end, you got to work with them when you take a buyer to their listing, and you have to put a deal together. It's unique from that standpoint. So when we do stuff with the community- For example, we did a bed build two years ago, in our back of our parking lot. We had about 60 people come and volunteer we built beds for Sleep in Heavenly Peace- which is a great organization by the way- and everybody's just working together and they're all on the same team and they they just love to see everybody be successful. We really try to teach that abundance mindset. Just because Suzy gets a listing doesn't mean she took a listing away from me. I cheer for Suzy, because she got a listing that's great for her and hopefully I can bring a buyer to it. We see that through the company. Again, we're trying to teach that abundance mindset so everybody really pulls for each other and then when they do a deal together, it's easier to do a deal with your buddy than somebody you don't even know. I'll say, "Hey, how can we make this work? What can we do to put this buyer and the seller together and make a deal and make everybody

happy?" So you're right, the community involvement is very powerful in our company.

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Halie Morris 10:38

I was going to say, because you could easily have a very difficult environment in the workplace otherwise, with such an hyper competitive market, and the fact that, yeah, everybody who works with your company is actually competing for the same same things essentially.

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Dan McQuillen 10:52

Right. You're right. It is super hyper competitive. It's a stressful. It's a stressful time. I mean, you got people that are trying to sell their house or trying to buy a house, and especially right now with the market, it is so hot. You might get a listing and you could get 30 offers on it. Well, you're going to have 29 people who are not happy that they didn't get the house. It's kind of crazy right now, where a lot of people are getting desperate. Some of these prices I've seen that houses are just going for are astronomical, and it's our agents' jobs to do the best they can for them. Sometimes I don't know what you could have done better when you write \$30,000 over list price, and you still don't get the house. I don't know what to tell you. I mean, it's just a wild market right now.

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Halie Morris 11:43

Like I told you, I know a couple people who have either just gone through this process or just going through it. Every time they've looked at offering, there's already, in the first day already a couple in there above asking, and my friend was very fortunate that she knew the seller and that they were a better fit for the neighborhood or whatever, when she was right there with somebody else's offer. It is crazy, because I want to house shop, because I've got the itch, but I don't have the savings I want yet, and also I don't think I want to deal with being a buyer right now. I can't imagine.

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Dan McQuillen 12:25

It's wild. I've been doing this for 17 years, and this is probably the most stressful market I think I've seen. I mean, we've had some bad times in '08-'09 where you list a house and if you got two showings in six months, you were happy. Now if you've got a buyer and you don't get into a new listing in the first 48 to 72 hours, you probably don't even get a chance to look at it. So it's very stressful for everybody, for buyer's or sellers, even listing agents too, because when you get 30 offers, you want to be fair to everybody. You've got to make sure that you analyze every offer because it's not always about price. There's

different terms. There's different things that there are. There's a lot that goes into it and, again, you want the sellers want to be fair to buyers, but they they're looking out for their best interest. The listing agent, obviously is trying to get the best deal for their sellers, but it's just it's stressful, for sure.

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Halie Morris 13:28

I was laughing because I found a YouTube channel that's talking about like unsellable and going in and fixing up and I was like, at this point, I think if you have a roof, you're probably pretty good. This market at least.

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Dan McQuillen 13:43

Yeah. Again, like I said, I look at some of the stuff and I just can't believe multiple offers over list price. I mean, it's mind boggling. If you are in a position right now where you could sell your house. Now's the time to sell. You'll probably make more money on your house than you ever could. It's that hot of a market to do that.

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Halie Morris 14:09

Now, why do you think it's blown up so much, and it's gotten so crazy?

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Dan McQuillen 14:19

That's a great question. So we've actually been complaining- The main answer is, there's a shortage of inventory. There's really no homes for sale. So, we've been complaining about an inventory shortage since 2013 and every year has gotten worse. Then last year, it was bad and then you had the pandemic and it made the problem even worse, because now you had a lot of people pull their homes off the market that didn't want a group of people walking through their homes, especially when nobody really knew what was going on with COVID, how contagious or how bad it was or anything like that. So it took a bad problem and made it worse. On top of that, what you have is you have a moratorium on foreclosures and evictions. So that's good for those people, but every year, even in a good economy, you have a certain percentage of homes that hit the market that are foreclosures. Those aren't coming online right now. So you're not you're not getting foreclosures hitting in the market. I did a whole search for all of Northwest Ohio and I think there's eight total foreclosures. So, you're losing inventory there. Last year, if you remember, we had the forest fires, and they shut down the border with Canada. Pricing for new construction has skyrocketed. Before you used to be able to buy a really nice home for \$250,000. That same house is like \$500,000 to build right now. The cost of

construction has gone up, cost of developments gone up, everything has gone up. So it's a perfect storm of things that are leading to this low inventory environment.

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Halie Morris 16:02

Well, maybe not so much in our market, because we weren't directly impacted by those fires. But I know a lot of people out in California in those states lost their properties and the house they were in is no longer there. So, you have that shortage. Some people, our neighbors moved over from California, like two years ago. So you have people coming in to from states like that.

D

Dan McQuillen 16:29

Yeah. So that's a good point. So real quick, just a quick stat and, nationally, the average number of listings on the market is a million. So at any given time, there's about a million homes for sale nationally. I think the last time I saw it, it was around 300,000. So it's down 70%. There's like nothing to choose from, but you make a good point too. So with a pandemic did was, a lot of people working remotely now, right? So you got people maybe in New York who are fleeing the city. San Francisco. LA. They're fleeing the city. Some of these people are never going back to the office. Imagine working in San Francisco, or New York, you're making big city, East Coast/West Coast salaries, but you don't have to be in the office. Well, I'm gonna move to Toledo, Ohio, because I can live like a king off the salary I'm making with the East Coast. You know what I mean? So that's I've seen, some of that happening. I was at a friend's cottage this summer and there was a kid worked for Google it was at Google or Apple. He's an intern. He made \$40,000 in two months, and he's living on some small lake in Michigan, because he doesn't have to be at the office. He's living like a king.

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Halie Morris 17:46

Those cottages are so nice, too. My friend's- her family's cottage, which we like to drift up to in the summer, is slowly being renovated. They're slowly updating and things like that. If I could work from there, I would do it in a heartbeat.

D

Dan McQuillen 18:02

Oh, yeah, for sure and that's what people are seeing a lot more now for sure.

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Halie Morris 18:08

I did notice, because like I said, I have been searching even though I can't buy right now, just to see what's there and what my friend was dealing with, I was trying to get her to move into Sylvania- and I noticed the new constructions are so expensive- which is fine, because I want a fixer upper or anyways, not too much of a fixer upper, because it's just me, but I want to do a little bit of work and put my personality into it- and I was looking at like the new constructions just like "oh, my gosh! I could never!"

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Dan McQuillen 18:38

iYeah, it's gotten expensive, so hopefully something changes. I don't know what the answer is, but I don't see there's ever going to be a quick fix to this. Like I said, we've been experiencing a shortage of inventory since 2013 and it's not going to switch overnight. It's going to take some time, but we'll get there.

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Halie Morris 19:03

I wonder what will happen as we start to see a shift out of COVID and the next couple years and with people with the different work environments, because now businesses have switched their working policies permanently. Like the New York market, I won't say housing market, because mostly apartments, at least in the city, that markets dropped so drastically ivacy. Back in October prices were down about \$1,000 per month for six months before that. The affordability of moving into cities for younger people who've always wanted to live in New York City is cheaper, but the people who have settled and already had that taste, they're like, "bye!" So I'm really curious to see how we'll shift and hopefully it'll be a little nicer market when I hit it in a couple years.

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Dan McQuillen 20:00

Well, and everything is cyclical. So what you'll probably see, would be my guess, would be that the prices in New York are gonna keep tumbling until they get to a critical point where young people are like, "Man, that's a great deal. I can get this great deal I can move into the city." Then everybody's gonna move back into the city, and then the prices will start rising again. It'll repeat itself. So I know that a lot depends on COVID.

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Halie Morris 20:29

I'm seeing a couple people who are in the city, friends of mine who have recently moved and they roomed with other people, or had an apartment with other people, now they're

able to get an apartment by themselves a lot sooner than they expected. Now this group of three or four people is branching out and getting their own spaces, and taking up three or four apartments versus one. That'll be interesting to see, too, but it's crazy. It was really crazy when I like went and looked at houses, and I wasn't expecting what I saw and then helping my friend. She's said they had to move the tour back for one of their houses a couple hours and her boyfriend was so mad, because he's like, "We probably lost the house. If we like it, somebody else is gonna put an offer first." I think he was right, but they ended up not liking the house. So it was fine. It worked out, but it's crazy how quickly It's moving and it's fast paced. What else is Danberry up to right now as we kind of go into 2021 [This episode was recorded at the beginning of 2021.] and we we start to leave hopefully some of this crazy lockdown stuff behind?

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Dan McQuillen 21:44

Yeah. So this is gonna be a great year. We've got some really cool things going on, which I'll talk about Solheim in a minute, but one of the cool things that we've just done that's going to be new to the Toledo market, that's a little area is we've just created Danberry Instant Offers. So what that is, is our agents can go out to a seller- say your seller- and I can say, "Look, I've got three different options for you. I can list your house. I can put it on the open market, and we can get hopefully a bidding war, and then we'll get your house for the highest and best price or I can take all the stats of your house pictures, all that measurements, and I can send it to a company that we've partnered with. They will give you an offer within 24 to 72 hours, a cash offer closed quickly, and you're done." So that's not for everybody, but that's for some people that maybe they're trying to liquidate a property or they need to get out of town real quick or something like that. But the cool thing, we got a third option, and this is what's really fascinating to me, and hopefully this will help the inventory problem. Right now, as you know, there's a lot of multiple offers on houses, right? So if I were seeing a lot of sellers say, "I will put my house up for sale, but not until I find a house to buy." When they find the house to buy, they'll make an offer on it, but they make the offer contingent upon them selling their current house. Well, if there's 30 offers on the house, there's probably zero chance that a seller is going to say, "I'm going to take a contingent offer that your house sells when it's not even on the market." So, what this third option does is what we'll say is "Okay, we're going to submit all the stats of your house to a third party. They're going to come in. They're going to give you an offer in 24 hours. They're going to buy your house from you and cash you out basically, and then they're gonna rent it back to you, until you can find a house that you want to buy and live in." Now it takes that seller and makes them a non-contingent buyer on their next house. Now they can be a competitive buyer in a bid situation. Then once they buy the house, they move out of their old house and we will list their house again, put it on the open market. Then any extra proceeds that we sell the house for that goes back to that

original seller. Really, it's a pretty sweet program. Again, we just had our first training with our leadership team on that buyer last week, and we're going to roll that out to the company on Thursday. It's just for some people. It's not for everybody, but that's just another option that we'll be able to offer clients here in town and nobody else is doing that. So we're really excited about that. We think that could be a game changer.

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Halie Morris 24:41

It's very interesting because my family moved four or five years ago from our old house into our current property and when we moved we had done five years of renovations. We had finished the basement. We had laid down bamboo hardwood and opened up some walls, which people love open floor plans. So when we put it out, we were thinking it was going to sit for a moment, and we'd have time to house search. We had our first offer in seven hours. we'd never even put a sign in the yard. Our sign went in when we accepted an offer and it was pending. It never said "For Sale." So we actually had to be like, "okay, pull that back down." Right and that was nerve racking because it was like, "Oh my gosh! We don't have anywhere to go." What was nice though, is that I think we had a couple offers by the time we took it down, so that when we did find a place, my Nana was moving in with us so she had sold her condo, we knew what she had sold it for. We knew what we're going to be able to accept for the the other house, but it was crazy, because even then the market moved fast. They never saw the house. Nobody walked through that house in the seven to eight hours where we got three offers.

D

Dan McQuillen 26:04

It's insane, but yeah, so that exact situation, it puts a seller in a dilemma because what are they going to do? I'll sell my house, which I'll sell easily, but where am I going to go? What am I going to buy? There's nothing to buy on the other end and for a while, what we were seeing in this is kind of gone away. We were seeing a dual market, right. So, anything under \$400,000, that was really a seller's market, so it's fast sells. Then we saw about that \$400-500 thousand range and above, it turned more into a buyer's market. What people were doing, they were selling high in the lower end, and then they were buying low in the luxury end. A lot of times they were taking the equity that they built in their house in the lower end, putting that under the newer house, taking advantage of super low interest rates, and when they're buying their house, a lot of times, their payments weren't changing much at all, if at all. But what we've noticed is, even in the higher end market right now, that it's not as crazy as anything under \$400,000, but it still moves pretty quickly now. That buyer's market in the higher ends kind of flipped a little bit, I feel.

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Halie Morris 27:19

We are guilty of that, but not intentionally. We moved into our house out of necessity, because we needed two en suites, one on the second, one on the first floor. With such a small amount of houses on the market and trying to find exactly what we needed, and even back then like to have an add on and to do new construction that just wasn't going to pan out and work for us, so we sold at the higher side of that low market and we went straight into the lower end of the high market. In our neighborhood, it is that higher end market and I've noticed in the last six months that those houses aren't staying up as long as they used to when we first moved in. Some of them are dated. They haven't been updated since they were built and there's one that has like a pool inside. That house we looked at briefly, we didn't even tour it, but we looked at it online and considered doing a tour. We were just saying it's too dated. We didn't want to have to do all the same things that we had done to our last house all over again, but it sat on the market for probably six months or so. Now like a house pops up and it's it's gone within a couple weeks. So it's like I said, it's wild. It's so crazy, but you guys are doing so many cool things. Managing such a hot market and managing both sides of it because it's not a buyers dream at all.

D

Dan McQuillen 28:55

No, it's really tough and a lot of times we just have to keep our agents sane, because they go crazy too because they're trying to do the best for their clients. One other thing that we just rolled out the other day is we have in-house Danberry listings because we do have a number of sellers still that say, "I don't want 50 people coming through my house in two days. If you can give me a good price, I'll sell. I don't need the hassle of all these offers and all that." So what we've done is we created an internal system where if you come to me and say, "Look, I want to sell my house but I don't want million people coming through," I can put it on our system and it's just spread to the Danberry agents so they can see what's available. Now we have to keep reminding our agents like hey, if you're not finding it on the MLS, make sure you go and check out our in-house listings because you might be able to find your buyer something and you might not be as competitive of a situation. So that's one way that we're trying to serve our buyer clients as well.

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Halie Morris 30:01

That's kind of cool, like an exclusive list.

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Dan McQuillen 30:04

Yeah, that's basically what it is, because there are people out and there's a lot of people that are really private too, believe it or not. They're like, "Look, I want to sell my house, but

I don't want the neighbors to know. I don't want everybody to know I'm selling." So again, we'll put it on this back end system, and only a few people will know. Is it getting the highest price for the house? Maybe. Maybe not. I don't know, but as long as the client understands what they're doing and why- why that would be a route or why that would be an option to do it- that's fine. We'll do whatever they want us to do.

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Halie Morris 30:40

Yeah, it was funny. When our neighbors found out we were selling, we already were, basically, in the final stretches of the deal. I got all these text messages and I was like, "The sign went out, didn't it?" Yeah, it's always hard because neighbors tend to, even if they're not close to you, they want to know your business but I was close to our neighbors before, and I'm close to our neighbors now. That's a great way to do it, because I can imagine too, if you put a lot of work into a house, and you know it has value, that you've given it that facelift that people are really attracted to, then it could still sell but you don't like you said, you don't want all these people traveling through and things like that, especially if you're still living in the house.

D

Dan McQuillen 31:33

Right. One of the other things too, for the people that want it out there, some of our agents will list your house, and then they'll print out the datasheet on it. Then they'll go to your neighbors to the left to the right and across the street, knock on the door, and they'll say, "Hey, I just listed your neighbor's house. This is a service I provide to them. Here's information on their house." So now your neighbors automatically know. They're not wondering, "Hey, what's going on? Why are they selling? What's the price?" or anything like that. So we're giving them all that information. Also, if your neighbors really love your neighborhood, they're going to tell their friends that, "Hey, this house just went up for sale two doors down from me. Why don't you move into my neighborhood?" Again, we're trying to put it out there. We love nosy neighbors and we get nosy neighbors calling all the time. That's a perfect opportunity for us to set them up on a market update, because they want to know what's going on in their neighborhood. So why don't we just give them a report every month that shows "Okay, these are the houses that went for sale. These are what sold," and I mean, we're all about providing value to our clients and our customers.

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Halie Morris 32:42

Well, sometimes when people move too, they're friends with their community, in the neighborhood, and they just need to get a bigger space or downsize. One or the other. If the neighbors start spreading the word, "Hey, this house is for sale, and it's the size you

want," or they have family who wants to move into the neighborhood, it's so much easier, because like you said, they line up your offers for you.

D Dan McQuillen 33:05
Exactly.

H Halie Morris 33:06
You've got to feel guilty because everybody wants to move in and be with their grandkids or whatever. We lived in the same neighborhood as my grandma. It was really nice. You knew all the neighborhood cats, and you could walk over and pester them for food and stuff whenever you ran out of your snacks.

D Dan McQuillen 33:23
Yeah, absolutely.

H Halie Morris 33:27
So what do you think, out of everything that you guys have planned and as you move through this very interesting market, what are the things that you were most looking forward to?

D Dan McQuillen 33:39
Oh, boy! Oh, wow. That's a tough one. What am I? Well, okay, I'll take another step back, tell you some more things that we're doing right now. We're looking at, again, providing value to our agents. That's our biggest thing so they can go out and serve the community. Some things that we're also getting ready to roll out are some projects that we're working on right now. We've got a development arm that we brought on about a year ago. We've actually had a guy who has developed some top neighborhoods in town and if I said [his name], you'd know him. He's been on our staff for a while and then we brought on another guy. So we're actively looking for more opportunity that way to buy some land and develop it. Just in the last 30 to 60 days, we had some really cool projects fall into our laps that we're looking at. We're really excited about it. We're putting proposals together for some different things and I mean, these will be really big projects that you'll hear about and that gets my juices going. But that also, again, will help the inventory problem. Now we're going to have some developed slots for builders to build on and we'll make some cool developments and do some really neat things. So we have that. Down in our

Findlay market, we just hope up our property management firm. So we're slow rolling that. We want to make sure that in the Findlay market, we get our processes in order, everything figured out smoothly. Then once we do that, then we want to bring it up here, into Toledo, because there's a huge demand for that. I mean, there's an incredible demand for people to hire a property manager to manage all their rentals. So we got that going. Man, that's a big thing! We opened up a mortgage brokerage about two years ago and that's been a home run. That's been, again, a value add for our agents, because a lot of times, there's a lot of questions that come up on financing and things like that. So this is just another resource for our agents to go to, to bounce ideas off of, questions and whatnot. So yeah, we just got a lot of good stuff going on.

H

Halie Morris 35:58

You're starting to become that all-in-one. You have a lot going on, but in all the best ways.

D

Dan McQuillen 36:05

Yeah, we, as a company, we've been truly blessed. I mean, to look at some of these opportunities and things like that, we're super pumped and it's all because we've got good people.

H

Halie Morris 36:17

And you're cultivating that culture of good people. You're not just bringing them in and letting them sit. You're doing things like the community service and the various types of projects and things that you're introducing to the company to make their jobs a little easier and a little more efficient and that much more impactful.

D

Dan McQuillen 36:35

Yep. Absolutely. It's fun to see the people that we're bringing on have the passion for it, too. Before I met with you, we were meeting about one of the developments and just having fun with it. Like, "Oh, we can do this for this community. We can do that. We can do that," and there's just so much passion and love of what they do, which makes it fun. So again, we just want to continue building off that and all the momentum that we have going right now.

H

Halie Morris 37:03

Wow, that's awesome. I'm so excited to see more of what seeds actually start to come to

life as this year rolls out.

D Dan McQuillen 37:10

But that's the only thing that stinks, is that it takes too long. It takes forever to get this stuff rolled out, but we'll get there. We'll get there. I know, I'm not a patient person. I want to do it tomorrow, but baby steps.

H Halie Morris 37:26

I can understand that. I can totally relate. All right. Well, I'm gonna go ahead and wrap up this segment right here and then I want to thank you for coming on and joining us today. I can't wait to share this with everybody, because I've learned a lot about what you guys are doing and just about this housing market in general, but it's been a really great episode.

D Dan McQuillen 37:48

No, I appreciate you having me on. Can I put in one more plug?

H Halie Morris 37:51

Go for it.

D Dan McQuillen 37:52

Alright, So I talked about the treasure chest that we do. Every year we do annual dinner auction and this year, we're not going to do that. We canceled that, because we have partnered with the Solheim Cup that's coming to Toledo. I think this is going to be a once-in-a-lifetime event in the city of Toledo, so we are the presenting sponsor for the Solheim After Sundown, which is Tuesday at Hensville, August 31. All the proceeds for that event will go towards the Danbury Treasure Chest. We'd love to be able to say we raise \$200,000 this year for the Treasure Chest, so we need everybody out there to go out and purchase your tickets and show up. There's only 1500 tickets available and we'd love to see everybody out there celebrating Toledo and all the great things about it. So thank you.

H Halie Morris 38:41

Man, I can't wait. We'll definitely have to spread the word and let everybody know.



Dan McQuillen 38:45

Absolutely.



Halie Morris 38:46

All right. Well, thank you, Dan and thank you everybody for tuning in. We'll see you later, but as far as everything that we just talked about, I'm going to put it together in a blog post and a transcript. We'll link out all of the things that Dan has talked about as well so that you can go directly to those sites and see what is going on and how you can get involved.