

PROFILES IN REAL ESTATE



Feature

STEVEN HUTSON, FIRST AMERICAN TITLE “BUILDING GOOD AND HEALTHY RELATIONSHIPS IS KEY.”

BY
ROXANA TOFAN

How many of you grew up dreaming you would work in real estate? Not me. And I certainly haven't met any elementary or middle schoolers that talk about working in real estate. Then when people hear that you work in real estate what do they say? They simply respond with a big smile, “Ahh, real estate—where the big bucks are made.” Sure, if all we did in real estate was cash checks all day, I think everyone would sign up. Over the last twenty years, I have been surrounded by a variety of real estate professionals. **What makes this industry unique is the enormous number of duties and titles that make the commercial real estate machine work.** This time I was intrigued to interview someone who works for a title company.

Steven Hutson Jr. is a Commercial Account Manager for First American Title National Commercial Services, a national title firm who does title and escrow work for closings in the commercial real estate industry all over the United States. From California to Florida, from land deals to retail centers, the firm has 18 locations and employs about 4,000 team members. The individuals range in background and experience from financial, accounting, legal degrees, real estate brokers to real world experience in the real estate market.

So, how did Steven Hutson get my attention in the title world? He was the 2022 Commercial Real Estate Women (CREWSA) award recipient for “Networker” on the Year. I met Steven a few times at events, and I have always noticed that he was upbeat and genuinely interested in helping people. I thought, networking award for a title guy? This interview will help you understand why.

Roxana: What are your main responsibilities as an account manager?

Steven: My responsibilities include procuring new clients and retaining existing ones. I am the point of contact from beginning to end of a commercial real estate transaction and work side by side with underwriters and escrow officers to finalize them.

Roxana: What is your favorite part of the job?

Steven: It is the PEOPLE! Getting to help the people in the commercial real estate world, whether it be a young commercial agent or a seasoned attorney, is the best part of my job. I love to interact and help them any way I can. Everyone has a story to tell in how they got to where they are and how they plan to work their business. To have this opportunity to do what I do is amazing, and I am thankful every day for it.



Roxana: How does one get to work for a title company?

Steven: I worked in a variety of engineering positions in the Dallas area including developing large irrigation systems for golf courses. I was also a franchisee for Bush's Chicken and built eight successful stores in San Antonio as well as the Dallas area. Then I worked for a short time as a residential real estate agent for a large brokerage. My family always follows this motto “The Good Lord will put you where He wants you.” And in this was the reason for my transition from owning my own business to working in title today. The restaurant industry is not for the faint of heart. It takes a lot of work, time, effort, patience, and prayer. There were a series of events in my personal life that led me to selling my successful business, but I still wanted to be a part of the commercial real estate world. It was a blessing that soon after selling my business I was introduced to my boss, Karen, who offered me a position at First American, and I have never looked back.

Roxana: What is your perspective of the current commercial real estate market?

Steven: I am optimistic for the future especially for the end of 2023 and the start of 2024. There are several sectors in the industry that are still showing growth, and there will be certain areas of the United States that will be able to handle any downturn better than the others. To that end, those are the areas we are turning more of our attention towards like medical and multifamily to continue our growth in the market.

Roxana: Where do you see as the future of title firms?

Steve: The future of title will be driven by innovation and technology. Knowing this, First American has invested a considerable amount of time and resources into software and technology to remain in the top of its field. First American uses these resources to not only make their employees the best that they can be, but also to provide our clients with tools that will make them even more successful in their businesses.

Roxana: I must ask. What did it take to get the CREW Networking award?

Steven: This award was an honor and a complete surprise. Networking with others and making connections, again, is something that I love to do. These connections allow me to bring others together to help grow their businesses and for some of them, fulfill their dreams. It is a gift to do it and to be awarded for it is a true blessing, especially coming from such an outstanding organization. I cannot say enough good things about CREW and what it does for its members. I am just thankful I can participate.

Whether you meet Steven at a CREW, YCRAN, Real Estate Council, ULI, BASA, ILINCP, TEAMability or other chamber event, he is always learning about people and remarkably upbeat. He easily learned that he grows his client base by networking, cold calling, emailing, following up, and helping others. All that leads to business growth. ■

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Cow stumbles into pot field. The steaks have never been higher.



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