



CHRIS Sabido

profile
By Zach Cohen

Centered for Success

Equanimity: mental calmness, composure, and evenness of temper, especially in a difficult situation.

Equanimity defines Chris A. Sabido. In conversation, his centered energy brings a sense of calm. In real estate

– which can often feel like a storm – Chris’s spirit is a welcome addition.

Chris’s sense of peace comes from his humble nature. At only 6 years old, he and his family – his mother and three siblings – left their home in the Philippines for the United States.

“I was raised by a single mom. She worked really hard to keep us afloat and take care of us. That inspired me a lot in my work ethic,” Chris reflects.

Growing up, Chris and his family moved around a lot from neighborhood to neighborhood. Chris’s mom always managed to find a home in desirable neighborhoods, and Chris remembers appreciating that. It also may be what sparked his interest in real estate.

Humble Beginnings

From an early age, Chris was engaged in the workforce, learning how to stand on his own merits.

“Growing up, I had a lot of jobs. I started by working at my family’s ice cream shop, Double Rainbow Ice Cream in Palo Alto. I woke up at 5:00 a.m. as a paperboy for the San Francisco Chronicle and Examiner, then worked for McDonald’s, Sportsmart, Circuit City, Good Guys, Cucina! Cucina!, Lark Creek Cafe, Sony, City Rent-A-Car, State Farm Insurance, and Monster Cable. In elementary school, I even sold the most

candy bars in my grade class by several boxes.”

After graduating from college in 2003, Chris was seeking a career. The economy wasn’t in great shape, and for two years he jumped from temp job to temp job.

“Then I dove right into real estate,” Chris recalls. “I always had an interest in real estate and was inspired by different types of homes and neighborhoods. Back in high school, I would always drive around different neighborhoods and look at houses. I never liked being behind a desk. I like meeting new people, being out and about, seeing different things and faces every day.”

Real estate felt like a perfect fit, but Chris was up against a challenge. He was young, inexperienced, and in debt.

“When I first got into the business, I was in a mountain of student debt. It wasn’t the easiest thing to jump into. No salary, no hourly pay.”

Still, something in Chris recognized that it was the time to take a leap of faith.

“I knew if I got a regular job, I might never get into real estate, so I decided to jump into it. Two and a half weeks after I got my license, I sold my first home.”

Soon after, however, Chris hit a drought.

“I spoke with my broker and said, ‘I’m running out of funds.’ I had bills I needed to keep paying.”

Chris’s broker told him to hang in there. While it was the end of the year – a time where business often slows down – Chris went on to close nine deals in November and December alone. He won Rookie of the Year, and he never looked back.

“That time humbled me,” Chris says. “I never get too high and never too low. I stay humble.”

The Relational Model

Over the past 15+ years, Chris has built his business based on three simple principles: relationships, hard work, and a willingness to go above and beyond for his clients.

“A LOT OF MY CLIENTS HAVE TURNED INTO FRIENDS OVER THE YEARS, AND I ALWAYS TRY TO MEET AND EXCEED THEIR EXPECTATIONS.”

“Early on, I was always the first one in the office and last one out,” Chris recalls. “I built my business from the ground up and based it on relationships. When I started, there was no magic list of buyers or sellers. I created my own clientele. I reached out to anyone and everyone. Friends, neighbors, door knocking.”

Chris also prides himself on being fearless. He’s not afraid to do things for his clients. He embraces the uncomfortable.

“I like to make sure my clients really have a pleasant experience with a full concierge-type service,” Chris says. “A lot of my clients have turned into friends over the years, and I always try to meet and exceed their expectations.”

Chris has built upon that Rookie of the Year award to become a consistent top 1% producer nationally. He’s received numerous awards, including the Gold Performance Award, the Master’s Award, President’s Circle, and Platinum Emerald Elite, the highest award achievable with his previous brokerage.

How has he accomplished all of this?

“From the relationships I’ve built from all walks of life. From first-time homebuyers looking for residential real estate to seasoned investors looking for commercial real estate. I’m pretty well-rounded and personal, yet professional,” Chris smiles.

Genuine Success

For Chris, success goes far beyond the numbers. When asked what success means, his answer is telling: family.

“My family, to me, is success. That’s the most important thing. Second would be my business,” Chris says. “My family is my main motivator to inspire me to grow. I’m proud to say that we just finished building our dream home that we all worked so hard for. We’re living our dream together, and it’s amazing how your thoughts and visions become reality if you really believe in them.”

Chris and his wife, Neriza, have two young children.

“We like to spend a lot of time just being together. Watching movies, eating, going on walks together, and traveling the world. We like to build memories together rather than buying things,” he says.

Whether at home or in business, Chris’s spirit remains the same: calm, centered, and humble.

“I’m just blessed,” he says.