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By Kate Shelton

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BRITTANY & BRETT

SALL

C3 REAL ESTATE SOLUTIONS

THE SALL TEAM

“ WE LOVE WORKING TOGETHER ... IT WAS SOMETHING WE KNEW WE WERE GOOD AT AND SOMETHING WE BOTH ENJOYED. BRETT HAS A KNACK FOR COMING INTO SOMETHING AND MAKING IT SO MUCH BETTER. AND THAT’S WHAT HE’S DONE WITH OUR REAL ESTATE BUSINESS. ”

Brittany and Brett Sall of C3 Real Estate Solutions are true life partners. They have not only built a business to be proud of, but they’ve also built a relationship with God, a family, a community, and a marriage that is something to speak of. Brittany and Brett have worked hard to get where they’re at and they feel exceptionally blessed to be here.

They both grew up in small Nebraska towns a couple of hours apart from one another, but Brett had family in Brittany’s hometown that he would visit frequently. When they were in high school, Brett’s cousin invited him on a ski trip with his church, which Brittany also attended. Brett decided to tag along. The group headed to Colorado and it’s here where Brittany and Brett met. “We’ve been together ever since. We were high school sweethearts and we’ve gotten to grow up together. It’s just been the best,” said Brittany.

After high school, the pair went to Hastings College in Nebraska where they studied broadcast journalism. They quickly learned how challenging that line of work could be and decided that wasn’t what they wanted for their lives. At the same time, they were volunteering for a great children’s ministry program at their church and they both loved it. They felt called to pursue an education in family ministry. The Salls got married in

Hastings and headed off to North Central University in Minneapolis where they each earned a ministry degree with an emphasis on children and families.

After graduation, the Salls had a short stint in Seattle but soon discovered it wasn’t a great fit for them. They headed back to live in their parents’ basements in Nebraska while they lined things up to move to Colorado. “We met in Colorado and we’ve always had a real love for the state,” said Brittany. “There were better job opportunities, so many outdoor recreation opportunities. We had always talked about living in Colorado, we just really had our hearts set on living here,” added Brett.

“We were initially drawn to Fort Collins – it was on every ‘best place to live’ list and it just seemed like such a fun town,” said Brett. “But all the doors kept closing in Fort Collins, while doors were opening up for us in Loveland.” Brittany went on to say, “We’re so glad we ended up in Loveland after all. We love Loveland. It’s our home. It’s our community. Our family, friends, and work are all pretty much here in Loveland now and we love it.”

When they first got here, Brittany and Brett worked in the restaurant industry while they got their feet under them. Shortly thereafter, Brett started working at Loveland Coffee Company and Brittany decided to pursue her passion for real estate. “I always loved

the idea of it. I’ve always had an entrepreneurial spirit and I just enjoy working and creating something of my own. I was excited to build a business.” Brittany got licensed in February of 2012 and immediately hit the ground running.

“In the beginning, we didn’t know anyone. I couldn’t just work my sphere, so to speak, because they were all back home. I had to do a lot of hustling...tons of cold calls, door knocking. Whatever it took to drum up whatever business I could. Even though in 2012 we were still coming out of the recession, I had a great first year,” she said. Brett went on to say, “She’s always been incredible. She has always worked so hard for her clients.”

During this time, Brett was approached to be an associate pastor of a church in Fort Collins. They had expanded rapidly and really needed a great leader for their children’s ministry department. Brett became the full-time children and family pastor at the church; a job he held for many years. In addition to selling real estate full time, Brittany put in long hours at the church with Brett, serving the kids and families.

In 2016, Brett was ready for a change. He explored his options and strongly considered a role in the fire department and even studied at the fire academy. “When you’re married to a REALTOR®, you either fall in love with the business or you



struggle with it,” he said. “I just knew we needed a change. I finally decided to go the real estate route. I knew Brittany loved it. She had built her business and client base and I thought I could be a big help. Plus, we had always dreamed of having a family. We thought if we both had real estate careers, it would be better for kids and our family.”

Brittany said with a laugh, “I was like, ‘Babe, I want you to work with me full-time,’ and that was that.” Brett had already been helping Brittany with her website, marketing, and such, so it just made sense for him to join the team. “We love working together. We had already worked at restaurants together, and at the church, so it was something we knew we were good at and something we both enjoyed. Brett has a knack for coming into something and making it so much better. And that’s what he’s done with our real estate business.”

Together they’ve built an incredible team. Their motto is to always have, “the happiest clients in the world,” and it shows. They work hard to provide

their buyers and sellers with the best service, marketing, and ultimately, results. “No one will take better care of you or put as much investment in your listing as The Sall Team does,” Brittany states. “We spend good money on our marketing. We’ve even had other agents tell us that we don’t need to spend so much on each listing but the proof is in the numbers – we have the results to back it up. Our listings sell for more money and faster than others because we always go above and beyond. We do what it takes to have the happiest clients.”

“We just keep having the best years that we’ve ever had both personally and professionally and that’s what we want,” said Brett. In 2019, Brett and Brittany welcomed their daughter Phoebe to the world after nearly six years of trying. “Phoebe has changed our business for the better. When you’re used to just the two of you, you can put in as many hours as you need. She’s challenged us to be better, to be more efficient. To work our hours in a different way. We’ve had to restructure the business to have quality family time. And we’re better for it,” said Brittany.

Brittany and Brett have created a killer team dynamic that’s launched their success both personally and professionally. They are clear about their priorities and they work hard to balance their family, clients, and their faith. This has made them

one of the most successful real estate teams in Northern Colorado. “Our faith is completely essential to who we are and how we operate our business, our family, and our marriage,” said Brittany. They live with an attitude of gratitude and they credit much of their success to an abundance mentality and a hard work ethic instilled in them both by their parents.

Outside of work, the Salls love spending time outdoors – hiking, camping, and snowboarding. They have recently discovered how fun the game of Pickleball is and they enjoy playing it with their friends and family. They are also active members in their church, Foundations Church in Loveland. The majority of their free time is spent with Phoebe, friends, and family.

“Being married to Brett and seeing how much he’s made me a better person in so many ways – my faith, motherhood, and seeing that carried into our business has been the biggest blessing of my life,” said Brittany. “It’s such a gift. I’m so happy that we get to do life and business together.”



BRETT & BRITTANY SALL

The Sall Team

C3 Real Estate Solutions

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