

Bio - Erin Pohl

Erin is a native of Long Beach, California and has been in real estate and related industries since 1978. The youngest of six children with a large extended Irish family, she owes her ease and comfort with the public to her close family ties and Irish roots. Erin attended Cypress College and then much later finished her education at UCLA.

Erin began her career in the mortgage industry in Orange County in 1978 and moved to Los Angeles where she worked for the Jon Douglas Company selling residential real estate and managing the sales staff. In 1993, as a single mother looking for a less hectic environment and excellent public schools, Erin moved to the Conejo Valley in Ventura County where she has lived since. The economy and the real estate market was less than ideal in 1993, which led to Erin accepting a position with Sherwood Development Company, selling luxury golf course estates at the renowned Sherwood Country Club. Within a year she was promoted to Director of Sales and Marketing where she managed the sales staff and became part of the design team responsible for the architectural, interior and site decisions for each of the multi-million dollar homes in the development. Under her direction, the development increased sales and profit, created innovative marketing and outreach programs that improved and enhanced the relationships with existing homeowners, country club members and the local luxury brokers. After nearly 8 years at Sherwood, the corporate environment lost its appeal and Erin returned to the more familiar entrepreneurial setting at Coldwell Banker. Erin and her business partner, Bob Pearson have created a successful team over the past 9 years and are the number one real estate team in Ventura County regularly selling over \$60 Million annually.

Erin and her husband Putnam Fairbanks reside in Thousand Oaks and enjoy boating, great books and music, playing tennis and traveling. Erin has a 19-year-old son, Devon, who is studying at Berklee College of Music in Boston, MA. In addition to her family, she has a passion for photography and singing. She is passionate about a number of philanthropic causes including the Kingsmen Shakespeare Company, City of Hope, Support for the Kids, and the Alliance for the Arts where she has participated as a board member, event chair, or just one of many stuffing backpacks with school supplies or wrapping holiday gifts for homeless kids.

“I work to live (more accurately to travel) rather than live to work.”

“I would rather lose a deal and gain or keep a lifelong friend or relationship.”

“I suit up and show up to work every day, grateful for each and every opportunity that is presented to me – knowing that as long as I care for each of my clients in a way that builds the relationship, my business grows without struggle.”