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**REAL PRODUCERS®**

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**Art  
Obleton Jr.**





▶▶ REALTOR® on the rise

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Photographed at **First Watch (Mayfield Heights)**

VISION

TO BE THE REAL ESTATE  
COMPANY OF CHOICE

# ART OBLETON JR.







Team Members: Tracey Walker, Debbie Ritchie, Art Obleton Jr. and Katie Schenk

## LEARNING PATIENCE & TRUE INVESTMENT

*Everyone knows the statistics of real estate...how some 80% of agents don't make it past their first year. Well, Art Obleton Jr. was one of those statistics. He comes from a family of REALTORS®, his mother, sister, and brother are all in real estate, and after he graduated from Kent State University with a business degree, he decided to get his real estate license and jump in. There was only one problem:*

"I was young, immature, and lazy," Art explains. "I didn't give it my all. I only sold two houses and quit."

Instead, Art became a substitute teacher and math paraprofessional for middle school. However, he soon grew stagnant and unhappy. He was filled with discontent, living a life of

financial lack, and wanting to put his business degree to work. His woes were compounding by the day, and soon, he turned to his faith in God for answers, something his mother always taught him to do.

"I really had to pray, fast, read the Bible, and meditate to come through it."

Art was spending a lot of time reading the Bible and self-help books, when one day, while reading the Bible at home and praying about what he should do in life, he heard a voice in his head say, "Work for me...I pay well!"

"I kept reading and then heard the voice say, 'Hire yourself' a few days later. I was praying for understanding and felt led to find out what it would take to

become a REALTOR® again. I discovered all I had to do was retake the test."

So, Art took his real estate exam again and reentered real estate in 2014. He kept his full-time job, however, and spent two years building his business on the side. He received leads from his broker and a paid service and sold for two years.

"I felt God was in on this, I started selling enough, and soon had enough pending commissions to step out in faith and do real estate full-time. So, December 15, 2015, the last day of school before Christmas break, was the last day I worked a job."

Art committed to self-improvement this time around and developed a morning





Mentors: Jill Katzenberg, Sherri Johnson and Michael Repasky

routine of prayer of reading the Bible and meditation. He stopped watching TV, consumed self-help books, watched YouTube videos, and ended toxic relationships while replacing them with healthy relationships filled with people who were accomplishing everything that he wanted to accomplish.

“I believe in the rule of five, which is that your income is approximately the average of your five closest friends,” Art says. “I am very selective of what I hear, watch, and say, and of the people and environments in which I place myself. Gary Keller said in his book, *The Millionaire Real Estate Agent*, ‘Your environment is either lifting you up or pulling you down.’”

Art started his real estate career with a small brokerage and moved

to Keller Williams in 2019. In 2020, he increased his number of transactions by 45% and production by 75% respectively and is now in the process of establishing a team, The AO Group. He currently has showing assistants and a transaction coordinator and is planning for future growth.

“I am passionate about developing better systems and growing a team to help my clients have successful real estate transactions. I’m excited about having life-long relationships with my clients, not having them simply be transactional in my business.”

Art is also part of the Associate Leadership Council at Keller Williams Greater Metropolitan Market Center, where he works with top producing agents to implement

ideas and help other agents grow their business as well.

When Art isn’t working, he loves to study investing and the stock market. He formed his own “investment club” with his family and enjoys spending time with his mom, dad, and siblings as much as he can. He is constantly doing things to grow and improve himself, and even came up with his own slogan, “Invest in You,” which is on the license plate to one of his cars as “N VEST N U.”

“The better things in life and business really take time to develop,” Art says. “Real estate is a process, and it requires patience. Be sure not to give up when it looks bleak, treat others with dignity and respect, and leverage your dollars by investing.”





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**ART OBLETON JR**

Your Favorite Realtor

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