

TOP AGENT

MAGAZINE



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Top Agent Art Obleton, Jr. – of Keller Williams Greater Metropolitan in Pepper Pike, Ohio – is a real estate professional of the highest caliber. Hardworking, deeply knowledgeable and consistently committed to providing the very best in customer service, Art has earned his stellar reputation as a Realtor who places his clients' needs front and center during every transaction. Having built his business on a solid foundation of honesty, integrity and empathy, there are few better suited than Art to provide top-of-the-line real estate advocacy to any buyer or seller in the Cleveland market.

Art began his journey in real estate in 2014. "I studied Business in school," recalls Art, "but I couldn't find a job that fulfilled me. So, I spent

some time in introspection, doing some Bible reading and meditation; I just got really reflective in prayer. The idea came to me to find out what it would take to get a real estate license. I looked into it, found out what I needed to do, passed the test and got licensed." Art's decision played a role in his mother, brother and sister also deciding to join the real estate industry, and today his sister is one of the top Realtors in the busy Atlanta, Georgia market.

Art found success almost immediately. Currently, a significant – and continually growing – percentage of Art's overall business is based upon repeat and referred clients, a sure indicator of the exceptional, caring customer service he provides his many grateful buyers and sellers. "I

think that has a lot to do with the fact that I am committed to staying educated about the real estate industry,” says Art, when asked how he manages to instill such impressive levels of trust and loyalty amongst those he works with. “I really believe in educating the buyer or the seller about the process, as opposed to just looking at it as just transactional. I work hard to prepare my clients about what to expect so there are no surprises and the transaction proceeds as smoothly as possible.”

Art, who has earned the prestigious ABR (Accredited Buyer’s Representative) and RENE (Real Estate Negotiation Expert) industry designations, is also an expert and thorough marketer of his listings. No expense is spared, or stone left unturned in his efforts to maximize exposure for his properties, with the result being fast sales for top dollar, not to mention happy clients.

When he’s not working, Art enjoys reading and walking, and he also donates time back to his community through homeownership workshops. “I’ve done many of them,” he says, “so I’ve done a lot of educating. For me, this isn’t just a profession, it’s a calling. So, I love sharing ideas about real estate with people wherever I go.”

Art’s plan for the future is fairly straightforward: to continue to grow his business, and to establish a team that will support his efforts to help even more clients. Above all, however, remains his overarching objective: to continue providing his buyers and sellers with the incomparable customer service that has become his calling card.

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For more about Art Obleton Jr., please call 216-482-9035, email ArtObletonJr@gmail.com or visit artjrhomes.kw.com