



## Becoming a Realtor

Chuck Nielsen spoke at the Treynor Optimist Club on May 23 about becoming a realtor. He is often busy with his seven grandchildren. Two are in basketball and three are in soccer. In 2007-2008 he was looking for something to do after retiring from his full time employment. He had managed apartments for over 35 years and had sold his 24 apartments and 3 houses. While managing them, he learned what to look for.

In 2004-2006 Chuck and his wife built their own home. His house has 6" studs and geothermal heating. He did all the trim work himself.

He took his first real estate class online. He had another three classes in Des Moines. It was a lot of work to become a realtor. His license is good for three years.

After looking at the main real estate companies in the area, he chose to work with NP Dodge. All realtors are independent agents. They also need to continue to take classes to maintain their license. NP Dodge offers a lot of these classes and most are free.

To price a house for sale, Chuck looks at the sold houses, expired listings, and for sale listing in the area. He also looks at pottco.org for the assessed value, and takes into consideration what the person owes on the house.

Chuck finds new customers through people attending open houses, through the Home Show in Council Bluffs, and through floor duty in the office. Calls and walk-ins are handled by those people on floor duty.

On a sale, the selling agent usually gets 60% of the commission and the buying agent gets 40%. The office itself gets about half of the commission of its agents.

The NP Dodge office has a First National Bank in the building. That is convenient for arranging financing.