

Nathaniel Duclos



At just 19 years old, Nathaniel Duclos of Keller Williams Realty, was already a small business owner, so when the economy crashed in 2008 and he had to close his shops just a few years later, he knew working a 9-5 job for someone else wasn't going to cut it. Since his mother was a REALTOR® for over 20 years and he was already familiar with the business, he decided to head down the same path. "I took

all the information and guidance from my mom and a few other agents and investors, grabbed the bull by the horns, and started selling foreclosed homes to investors," says Nathaniel.

Now, over a decade later, Nathaniel has a thriving business serving clients in the Charlotte, NC metro area as they look to sell or purchase their second home or investment properties. Although he doesn't limit himself to just one segment of the market, Nathaniel has an affinity for this type of transaction.

In fact, his extensive knowledge and experience in investments is what sets him apart from the rest. "My referral base chooses to work with me for that reason. I'm knowledgeable when it comes to the home loan process. I can show my clients how to prepare themselves for a loan qualification for their second or third home and how to build a portfolio," Nathaniel stated. "People also reach out to me for my negotiating skills and the strong marketing strategies I use."

Nathaniel's clients also appreciate the moral and ethical principles he abides by when they work with him as honesty and integrity are always at the forefront of his business. "I'm always upfront with my clients. I won't deviate from the facts, hard conversations, or fiduciary duties of the transactions," says Nathaniel. "I'm not one to tell my clients what they want to hear just to get the deal done. Everything I do goes through God first and

I also hold myself accountable," he added. I have a lot of pride and passion for what I do, but I'll never deviate from the way business needs to be conducted."

Although he has received numerous awards and accolades over the past 11 years, most notably being recognized among the Top 1% in the nation from realestateagents.com for both 2020 and 2021, Nathaniel says his greatest reward comes from his clients' satisfaction. "When I first got into real estate, I wanted to win all the biggest and best awards, but I've learned it's the 5 star ratings I get from clients that mean the most to me."

On top of all those rave reviews, Nathaniel truly enjoys working with the people in his community to help them attain their own dreams and goals. "I've helped so many clients who never thought they could own a beach home — or any home for that matter! I have a lot of clients who came from other countries who knew nothing about becoming an investor and now they have portfolios of wealth because of my guidance and advice," he says. "I'm really proud of that."

When he's not assisting buyers and sellers, Nathaniel enjoys spending quality time with his wife and three children and staying active by playing basketball and other sports. As an automotive enthusiast, his favorite hobby is buying and customizing cars and motorcycles. It's something he's become known for among his clients and makes him stand out in his community and Nathaniel always encourages other agents to do likewise. "My biggest piece of advice to anyone getting into this business is to be yourself. You have to stay focused and work on your craft every day, set your standards and find the reason that pushes you to be the best you can be," says Nathaniel. "But most of all just be yourself. No one says you have to be the top agent wearing a black suit and tie. You can have tattoos and wear your sleeves rolled up as long as you focus on your clients. I do things a little differently than past generations and I want to be an inspiration to others to do the same."

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