

Charles Olson of New York City Home Sales to be Featured on CUTV News Radio

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[/EINPresswire.com/](http://EINPresswire.com/) -- Great real estate brokers are great problem solvers. What is a real estate transaction but a series of problems to be solved? Does the house need to be repaired? Who's the contractor? Does it need to be inspected? Who's the inspector? Does it need it need to be staged? Who's the stager? Who's the attorney? Who is the title company? Great real estate brokers can see all the individual pieces that need to put together to accomplish my client's goals.

Charles Olson is a real estate broker and founder of New York City Home Sales, an affiliate of Keller Williams Realty. Charles began his real estate career in 2000 as an IT professional focused on target his skills toward real estate agents.



"I saw an industry that was backwards in technology and not quick to adopt new technology," recalls Charles. "I wanted to change the industry, but not my career just yet."

In 2012, Charles decided that working directly with buyers and sellers was much more rewarding.

"Around 2011 I knew I wanted to stay in real estate, but not necessarily as an IT guy," says Charles. "I wasn't necessarily looking to do sales just yet, but I knew I wanted to stay in the real estate industry. While I was COO at Fillmore Real Estate, they were approached to convert to a Keller Williams franchise. Fillmore didn't want to do it, but I researched the model. Companies that converted to Keller Williams franchises reported dramatically increased profitability and growth. And the culture was fantastic. When Fillmore said they didn't want to do it, I saw a great opportunity slipping away and all my life I was looking for an opportunity to own my business. I found out that not only was I good at it, I loved it. I was able to help people and people were appreciative of what I did for them."

Tech savvy and analytical yet highly creative in his thinking, Charles provides a diverse range of services in support of every aspect of a client's real estate transaction.

"It's a matter of helping clients achieve their goals," says Charles. "My technology background and having worked in the real estate industry gave me a strong understanding of the business,

and I was more adept at the tools that were available, such as analyzing data. Having understood the industry and understanding technology, I was able to put the two of them together and solve my clients' needs and problems and challenges."

While New York City Home Sales covers Staten Island and Queens, it specializes in Charles's hometown neighborhood of Brooklyn.

"I'm most proud of the fact that I saw an opportunity and I took it," says Charles. "We've been going strong for seven years now with more than 120 agents here because I had a vision. I'm most proud that I took the risk."

CUTV News Radio will feature Charles Olson in an interview with Doug Llewelyn on May 20th at 11am and with Jim Masters on June 3rd at 11am EDT

Listen to the show on [BlogTalkRadio](#)

If you have any questions for our guest, please call (347) 996-3389

For more information on New York City Home Sales, visit www.newyorkcityhomesales.com

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