

# TOP AGENT MAGAZINE

## NATE NIELAND

Born and raised in Pittsburgh, Nate Nieland has always been an entrepreneur at heart. After graduating from the University of Colorado at Boulder with a B.A. in Economics, he would go on to pursue his M.B.A. in Finance and Entrepreneurship from the University of Pittsburgh's Katz School of Business. Along the way, he decided to start building a portfolio of investment properties, which later inspired him to obtain his real estate license in 2007. The rest is history.



for a customer to feel upset about their home purchase," he says. "As such, I don't believe in settling. It's such a fulfilling process to see each client satisfied and loving their new homes."

Over the years, Nate has earned a fantastic reputation throughout Pennsylvania, with the majority of his volume coming from repeat clients and referrals. Moreover, he has also established an outstanding workflow with luxury buyers and sellers,

expertly navigating their transaction while providing white-glove service throughout.

Today, Nate is an agent with Coldwell Banker Realty, where he assists clients throughout Western Pennsylvania. Well-versed in everything from residential real estate to luxury listings, he has combined his expertise in finance, property management, and client service to build a network of satisfied buyers and sellers that spans the region.

And the key to his success? "I'm willing to do anything to help my customers. Even if a client is struggling to get pre-approved or coming to me from challenging financial circumstances, I still want to help them. After all, buying a house can take time. As such, I'm always patient, and I care about keeping my clients comfortable."

When listing a property, Nate prefers a diversified strategy. Leveraging the extensive resources available through Coldwell Banker Realty, he helps his clients fully prepare their home for the market and provides them with a suite of professional photography, drone imaging services, virtual and 3D tours. Once a property is ready to list, he shares it to a blend of targeted digital and social media campaigns—all in the lead-up to the standout open house showing. But he also utilizes proven outlets like postcards to the surrounding neighborhoods to give his clients additional exposure.

Outside his career, Nate enjoys giving back to his community, serving as a real estate advisor to low-income families and previously having volunteered at his local senior center. When he's not with clients or giving back, he can be found golfing, relaxing outdoors, or spending quality time with his wife and two children.

Elsewhere, Nate is every bit as hands-on when assisting his buyers, leaning on his in-depth knowledge of the real estate business to uncover the right home for their best interests. Moreover, he is there for his clients from start to finish, carefully guiding them through their transaction. "My biggest fear in life would be

Looking ahead, Nate has exciting plans for the future of his business. As his volume maintains its rapid growth, he intends on building his team and sharing his unmatched standards of service with the next generation of up-and-coming agents. "At the end of the day, I believe in going above and beyond," he says. "I don't care if a client calls me at four o'clock in the morning; I'm here for them whenever I'm needed. More than anything, though, I care about making this process as seamless and stress-free for them as possible."



**COLDWELL BANKER**

For more information about Nate Nieland, email [nate.nieland@pittsburghmoves.com](mailto:nate.nieland@pittsburghmoves.com), visit [coldwellbanker.com](http://coldwellbanker.com) or call (720) 236-3638.