

# Oberholtzer Recalls

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and other states welcome new farmers, said Oberholtzer, who has had dealings in 25 counties throughout the state.

Dealing with people is the part about being a realtor that has brought Oberholtzer the most joy — and the most pain.

Through his job Oberholtzer has had the opportunity to offer clients his knowledge of local real estate practices and legal parameters as well as his negotiating experience in price and other matters. He has also been able to help farmers develop cash flow plans to be successful on their new property.

"I think all the friends that I've made over the years have really been the biggest asset — the people who were happy with what happened (in the real estate transaction)," he said. Mutual trust plays a big role in those successes.

"People can also be the biggest thorn," Oberholtzer said, especially those "who back down on promises."

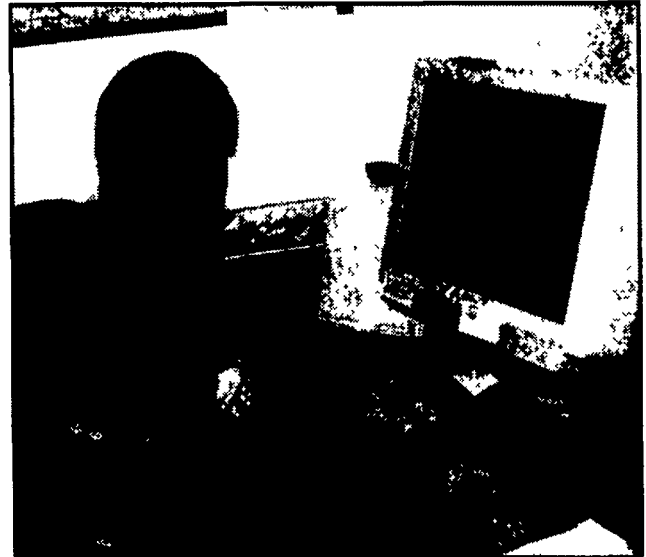
Oberholtzer recalled one seller who signed a listing agreement for his farm, but "when it came right down to it, he refused to sell."

That left the buyer hanging, and Oberholtzer had to absorb at least some of the blame for it, not to

mention losing his commission on the deal.

Oberholtzer remembered an instance when a

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**E-mail and digital photography via computer have become a tool in Oberholtzer's real estate trade in recent years.**

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