



Nicholas Dorcon

COMPASS

What is the one thing that your clients should know about you?

Sometimes people laugh, but I used to be a middle school counselor. Being a counselor taught me important skills I use every day working in real estate. Earning my master's degree, I invested thousands of hours perfecting skills such as—active listening, thoughtful questioning and action-planning, which I've applied to helping my clients achieve their real estate goals.

How do your clients describe you?

There are two things that they usually say.

First, clients know me as “the real estate hub.” It doesn't matter what you need, plumbers to lenders to architects, I've got a reliable person on my team for the job. As a former educator, everyone on my extended team rates an A+. We're dedicated to our clients and delivering excellence.

And second, that I'm your Realtor and friend for life. Whatever you need, whenever you need it—I'm there, adding value, long after the transaction is done.

What makes you different from other agents?

Growing up, I played a ton of sports. I loved the hard work, competition and winning. Our industry is flooded with agents. There are literally thousands of us. If something isn't working, I'll try another angle. I never take no for an answer. I'll find a way to win for my clients. It's my passion.

With the Compass team supporting me, I can offer my clients the most cutting-edge technology and experience that no other brokerage can offer in the industry. We are truly the future of real estate!

“...people laugh, but I used to be a middle school counselor.”



3100 Clarendon Blvd., Suite 200
Arlington, VA 22201
703-850-9100
Nick.Dorcon@compass.com
www.compass.com