



# Chet Graham,

Real Estate Broker

John L. Scott

Chet Graham, a house'*sold*' word.

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Certified Residential  
Investment Specialist

## **Land Development**

Extensive knowledge of site location, controlling lot & construction costs plan design & sales consultation his proven technique or taking your business to a higher level, as well as a comprehensive tracking system to assist you. I've been involved in 15 subdivisions throughout the 4 county areas including 1 in Monmouth, 2 in Independence, 2 in West Salem, 4 in N.E. Salem, 2 in Albany, 1 in Lebanon, 2 Sweet Home, 1 in Dallas.

## **Experience**

Over 19 years in real estate with an emphasis on land development and new construction sales. Rigorous attentions to detail, knowledge of the market and good communication skills have made Chet Graham a consistent top producer in the market place.

## **CRIS**

Certified residential investment specialist, who puts his money where his mouth is with over 30 rental units of his own plus 4 businesses. I bring real life, experience and knowledge to the table.

## **Team Effort**

A team of realtors and assistants to aid in customer service, marketing and transaction coordination to ensure a smooth & seamless transaction from listing to close of escrow, including appraisal, necessary repairs, document preparation, settlement, funding and possession.

## **Skilled Negotiator**

Acts as a coordinator between developers, builders, and clients. Assists and guides clients with plan modifications, plan selection, financing options and problem solving.

**The following is a brief description of the services I provide:**

I provide full service in the marketing, sale, close, and follow-up of Developer-Builder's product will be assigned to this specific division. Chet Graham is the lead broker of New Construction at John L. Scott. He will oversee and coordinate the project, meet and schedule the Crew members and be responsible for marketing. In addition, he will act as liaison between developers, builders and realtors.

**Chet has carefully chosen three other John L. Scott agents to be his Team:**

**Transaction coordinator** to monitor all sales and oversee that escrow and closings are smooth and trouble-free.

**Listing Coordinator** to monitor that all listings are up-to-date and included in multiple listing services and the internet.

**Advertising Coordinator** to oversee all Developer-Builder's advertising and that the advertising plan is properly implemented.

A mortgage company representative will be on site as needed and will assist in all financing programs and have all information available. The mortgage company will present Developer-Builder with specific suggested loan packages for this project.

A title company will be chosen to provide escrow services specific to this subdivision, including expertise in new construction and builder's discounts.

Chet will be on-call to effectively and efficiently cover any potential buyers or issues.

The team will meet weekly, more if needed, to evaluate their performance and discuss marketing strategies. The profile of potential buyers will be closely monitored and marketing strategies may be amended as needed.

The team will focus not only on just the sale, but on building customer relationships between the Developer-Builder for the future business and referral for the Developer-Builder. A database will be implemented for regular follow-up and customer service contact, including customer satisfaction.