



Charleston Metro Homes

Residential Real Estate
Commercial Real Estate
Property Management
Rentals

At Charleston Metro Homes LLC, relationships are the foundation of our business. Our mission is to be successful, team-oriented professionals committed to exceeding expectations through exceptional customer service.



Agent Offerings

- ◆ CRM (customer relationship management)
- ◆ Leads
- ◆ CMA Tools
- ◆ Agent Websites
- ◆ Brokerage Websites
- ◆ Mobile Apps
- ◆ Email Account
- ◆ Tech Help
- ◆ Training



BUILDING YOUR BUSINESS WITH THE TECHNOLOGY RESOURCES AND TRAINING YOU NEED

Charleston Metro Homes Real Estate offers an array of services in support of our agents and brokers. This outline will give you an overview of the tools and support we offer in partnership with our full-time agents and associates..

CRM (customer relationship management system)

Our CRM system integrates company marketing efforts with your sphere of influence marketing and selling to generate and manage leads with a sophisticated program for tracking, prospecting, drip email campaigns, prompted contact outreach and market reports.

This powerful marketing tool integrates with the brokerage and agent website to track prospects home searches and views, and allows the agent to send property listings and other information directly to the client.

The desktop solution is also integrated with a mobile app for agents.

flexible solutions for your business needs

WEBSITES: www.charlestonmetrohomes.com &
www.viewcharletonhomelistings.com

Agent Websites

Each of our brokerage websites provides our agents and brokers with personalizes websites and domains to market your business with our proven tools. These powerful IDX driven marketing tools enable custom searches, integrated customer contact management, social media links and more!

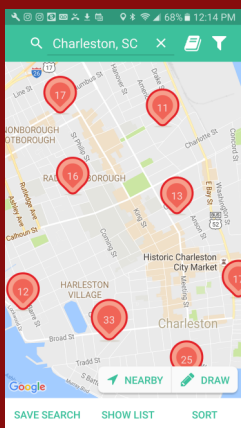
Leads

Charleston Metro Homes is affiliated with national real estate marketing and lead generation companies and provides leads to agents and brokers through our CRM system. Agents pay a referral fee on the gross commission generated by a transaction side closed with a lead from CMH, on top of the normal commission split they pay out of that gross commission to their broker.

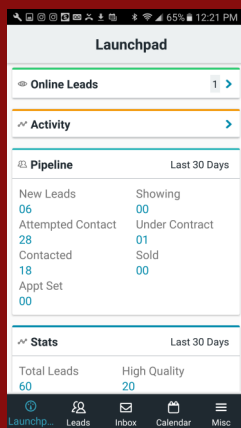
Want to Join us?

If you are interested in joining our growing office, please contact our Managing Broker, Debbie Wall-Smith at 843.278.1600 ext. 102 or by email debbie@charlestonmetrohomes.com.

Mobile Solutions



Customer app



Agent app

EBUSINESS SOLUTIONS

Each of our Associates is provided with :

- ◆ Company email
- ◆ Office 365 Exchange
- ◆ Cloud Document Storage
- ◆ Contact Management System
- ◆ CMA Program



Charleston Metro Homes understands that our greatest resource is our agents. That's why we work with you to develop your professional skills that will propel you to success. We provide in-house one on one training, and group training as well as encourage our Realtors to take CTAR offered continuing education programs from industry experts.

Training

Our management team has over 50 years of combined leadership, management and real estate experience to help you learn selling skills, technology basics, social media marketing, networking, how to work leads and build your sphere of influence.

- New Hire On-Boarding
- Weekly Team Meetings
- One on One Coaching
- CRM Lead Management / Marketing
- Social Media Marketing
- Creating Marketing Campaigns

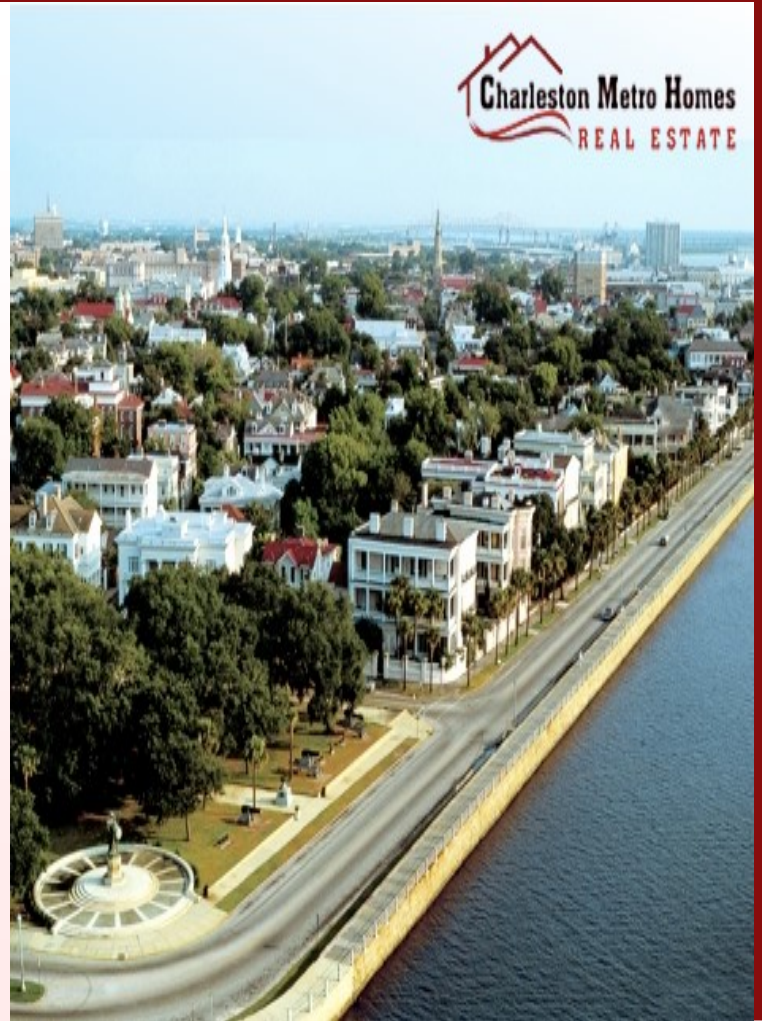


Advantages and Rewards of a Career in Real Estate

A career in real estate provides flexibility and freedom to set your own pace. Income directly reflects your efforts, with no limits on what astute, hard-working men and women can earn. Successful people in real estate are goal-oriented, persevering, self-motivated, ambitious and people-oriented. The rewards of a real estate career are a potential for high earnings, status in the community, autonomy, time freedom, helping people, the intellectual challenge and the satisfaction from those accomplishments.

Helping people buy and sell homes is one of the most important and basic services a real estate agent performs. Agents are experts in the process of buying and selling property, financing, government programs, etc. The real estate agent's expertise facilitates the transaction, saving clients time, trouble and money. Real estate professionals need to have a thorough knowledge of such areas as real estate law, local economics, fair housing laws, types of financing, mortgages and government programs.

If you are ready to take the next step in a high paying and rewarding career— contact us today!



Charleston's Leading Full Service Real Estate Brokerage

Charleston Metro Homes Real Estate

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