

# TOP AGENT MAGAZINE

## THE REMMES GROUP

Built on a solid foundation of honesty, integrity and a commitment to excellence in customer service, Boston's The Remmes Group has earned their stellar reputation. Helmed by Broker Chris Remmes, they are one of those rare real estate teams that consistently go above and beyond the call of duty to take care of their clients, ensuring the kind of loyalty that sees their rate of return and referred business hovering around a staggering eighty percent.

The Remmes Group services a wide swath of the Boston area, and consists of Chris and agents Sheila Rogers, and Jack Walsh. Chris, who graduated from the Massachusetts Maritime Academy and had a lengthy prior career working for Exxon as a Deck Officer, began his journey in the world of real estate in 2004, when he decided he wanted a job on land rather than sea, and one that would allow him to put his love for the Boston area to good use. Initially partnering up with another agent, Chris ventured out on his own in 2007, quickly establishing himself as a trusted and highly knowledgeable real estate advocate.

In 2016, Sheila joined his team, after deciding to launch a new career for herself after longtime employment in the technology industry, working in a variety of roles that included sales, community relations and recruiting. Many of the skills that she had honed in that arena have been put to good use by Sheila as an agent, in particular on the marketing side of the business, where a firm grasp on technology can translate directly into quick sales for top dollar, and in turn, happy clients. In 2018, newest member Jack – who



shares Chris and Sheila's client-first business ethos - came on board.

While there are many factors that contribute to the success of The Remmes Group, perhaps two areas of expertise stand out: the customer service they provide, and the aforementioned marketing. "It's always been important to me to deliver quality services," says Chris, "from listing the property all the way to a smooth closing." Adds Sheila, "We value relationships over transactions. We consider working with our clients a partnership."

As far as the marketing aspect goes, no stone is left unturned in The Remmes' Group's commitment to presenting each listing in its best light and to ensure maximum exposure to as many potential buyers as possible. The highest-grade professional photography is utilized exclusively, expert staging is provided when required, and well-produced walk-through videos give internet viewers a true sense of the property. Deft utilization of the web and social media platforms then follows. "When you're in this business," explains Chris, "you really have to stay on the cutting edge. Since Sheila joined me, we've really stepped up our digital and marketing presence."

While The Remmes Group could easily rest on its successful laurels, Chris, Sheila and Jack continue to enhance and refine the systems and protocols that have set their team head and shoulders above their competition. However, they are committed to never losing the personal touch that their clients appreciate so greatly. "Being able to help someone with what might be the biggest sale or purchase of their lifetimes," says Sheila, "is truly an honor."

For more information about The Remmes Group,  
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