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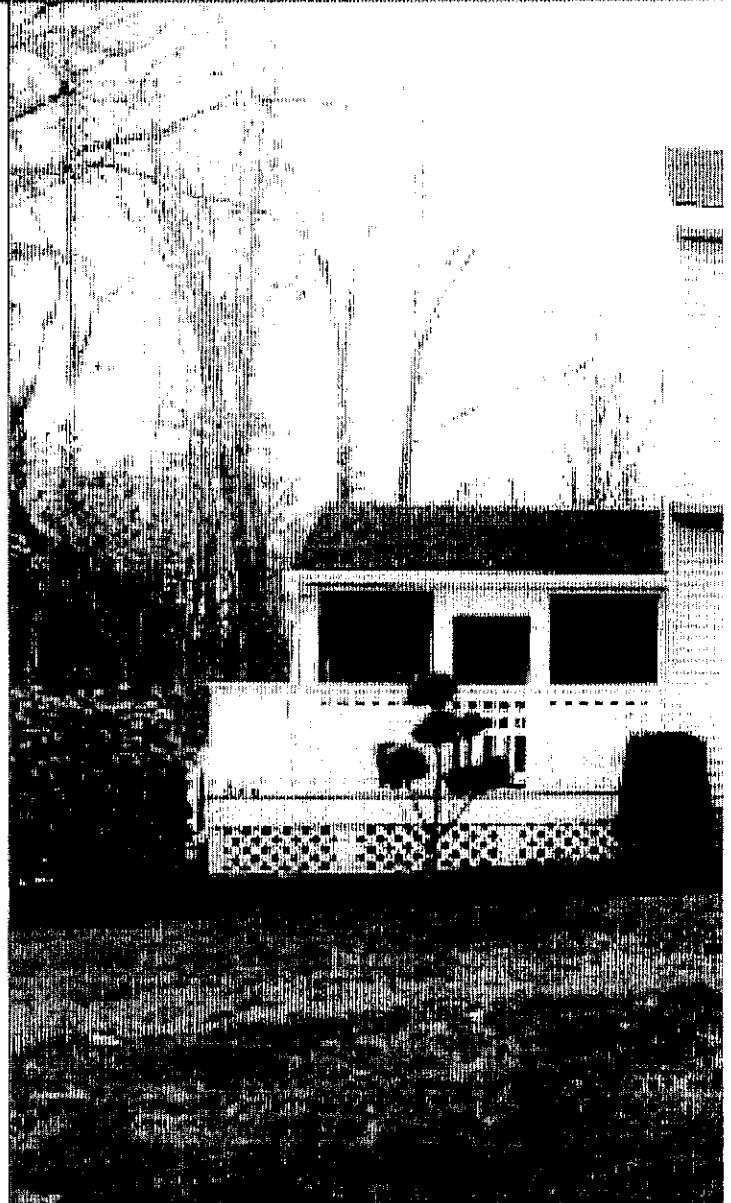
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# A Mega Producer Selling from the M

**Cheryl Waitt** was broker/owner of Homes of New Hampshire for eight years in Derry, NH, until 2012 when Keller Williams Realty approached her about a merger. Cheryl notes: “Keller Williams wanted a top producer in my area to partner with. At the time I was at that bell curve, and the merger was my opportunity to move forward with the best tools.” Now she has her own Keller Williams office, part of Keller Williams Realty Metropolitan, for her Homes of New Hampshire team.

Her team consists of four buyer’s agents (one part time), two licensed administrative executives, an inspector checking properties five days a week and a courier. Even her 24-year-old son is on the team as a licensed inside-sales person. Cheryl handles the listings and works closely with her team. She is proud to have a nearly paperless office.

She sells homes in Merrimack



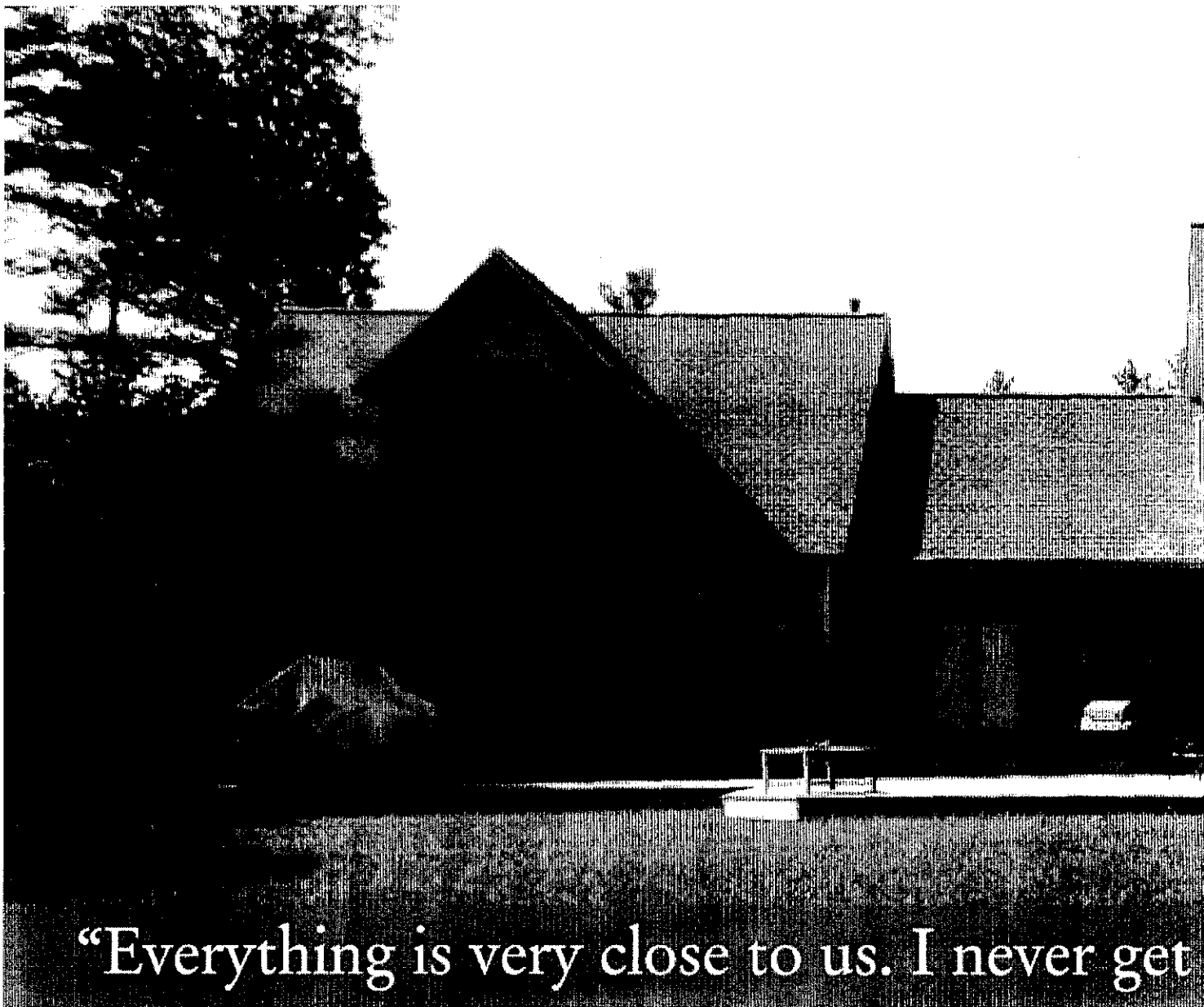
Valley, which encompasses both southern New Hampshire and Massachusetts, although most sales are on the New Hampshire side in Rockingham County. Expansion into other areas is in the planning stages.

# Mountains to the Ocean in Two States



New construction is 5 percent of sales, distressed properties are 60 percent and the rest is resale. “I had previously done a lot of REOs, but less in the present transitioning market,” says Cheryl.

Working with homebuyers in the average area price range of \$225,000-\$255,000, Cheryl’s team helps anyone that wants to own a home. The unique geographic location allows her to sell both big-city and



“Everything is very close to us. I never get

small-town properties from mountaintops to the seacoast. “Everything is very close to us,” Cheryl says. “I never get bored with such a diversity of property.”

Amazingly, Cheryl got into real estate by accident. She notes: “A friend was taking real estate courses, so I went along. I ended up changing jobs at age 21 and entering real

estate. I wanted more control over my destiny.” She definitely has command of her future after 27 years in the business. This year she is on track to close 100 sales.

What’s her strategy for success? Cheryl believes: “The key to success is to be diligent, fair and honest. Treat people kindly, ethically and fairly. Be humble, even if you are



bored with such a diversity of property.”

one of the best. Your peers should respect and like doing business with you.” It’s not just how she treats the people she works with, but her diverse knowledge of real estate rules, regulations, marketing and sales that drives her success. Additionally, she brings nearly three decades of expertise to each transaction. “We are systemized and have a way to handle each situation,”

Cheryl explains, “blending prior systems with the Keller Williams model.”

Cheryl deeply believes in giving back to the community and helps with Pit Bull and horse animal rescue and welfare. Her love of horses turned into a horse farm for high-risk youth. High Gate Manor Farm has been a safe place for kids



to find responsibility with another creature for 12 years.

Her knowledge and bubbly personality are what her client's remember. She insists that she couldn't have done it without such a

strong team. "The real estate business is so complex that to be successful you must produce and continually service people to the highest level," Cheryl knowingly states. "You can't do it alone, and there is no need to."

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