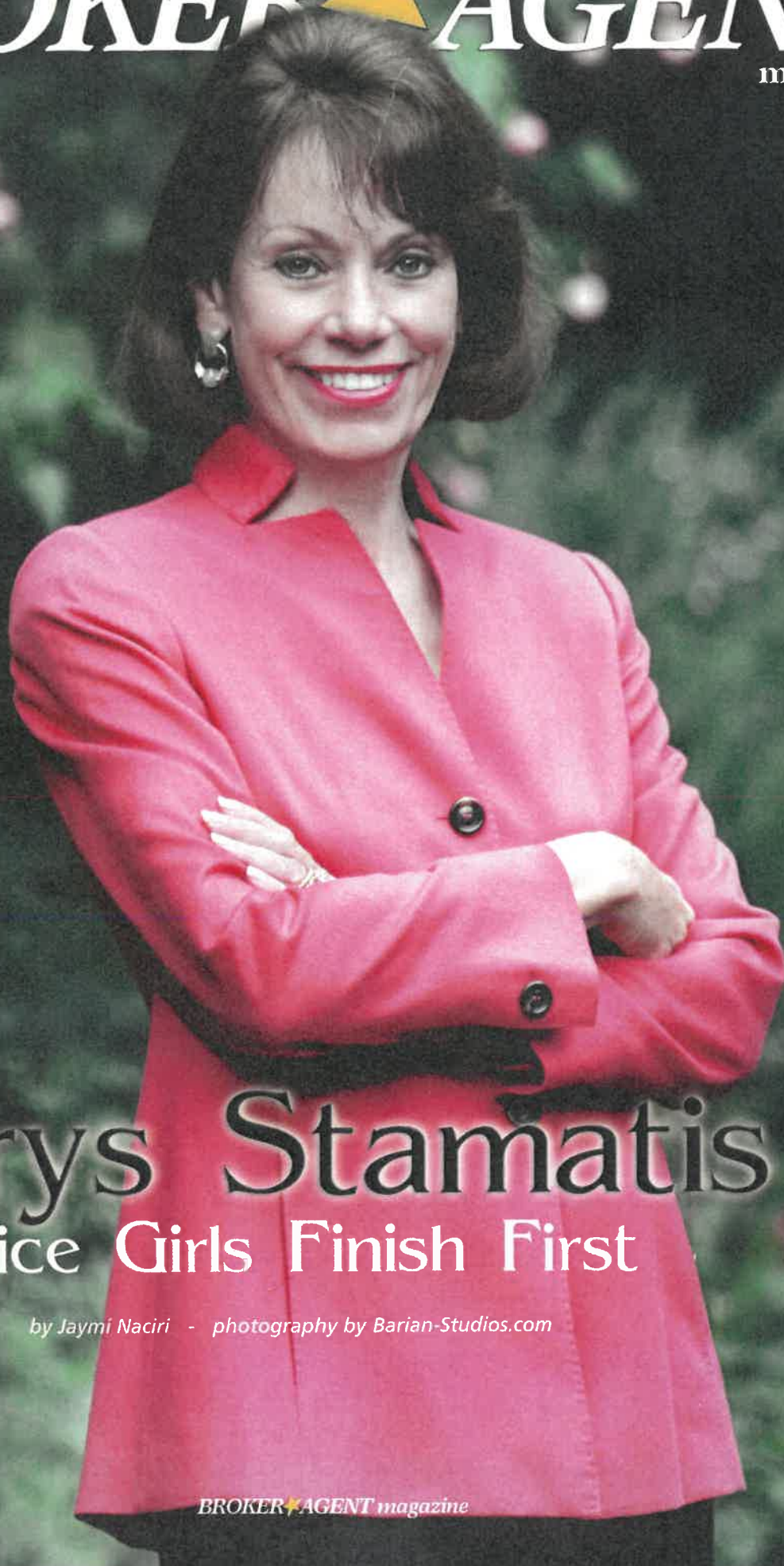


BROKER★AGENT™ magazine



professional
profile

Chrys Stamatis

Nice Girls Finish First

by Jaymi Naciri - photography by Barian-Studios.com



Ask a random sampling of people to describe successful real estate agents and they might use terms like, competitive, cutthroat, or ruthless.

But ask colleagues or clients of top real estate agent Chrys Stamatis to characterize her, and you will get a decidedly different list of adjectives. Words like honest, ethical, and patient might mingle with determined,

disciplined, and forthright. It is a unique combination indeed, and one that has led to continued success for this Previews Estates Director and Director of the International Division at Coldwell Banker.

Chrys is a Westside expert, and is among a select number of agents in Coldwell Banker's Society of Excellence—the highest level of international recognition for the Top 1% of Coldwell Banker. She is also one of the Top 100 Agents for Coldwell Banker's entire Southern California network, and one of the Top 50 Agents for the Westside/South Bay.

But for all her accolades, it is her stellar reputation that is her proudest accomplishment.

"I am extremely patient, persistent, and persuasive, but not aggressive, and I think people appreciate those qualities," she said. "I listen to people's wants and needs, and because of that, I have earned a reputation that I'm proud of. It's important to me to be held in high regard by my peers and my clients, and above all else respected for my ethics."

Chrys's commitment to that ethical approach led her to a post on the Ethics and Standards Committee for the Los Angeles Board of REALTORS®, and also for Jon Douglas Company, where she began her career. She is also dedicated to the community, and gives to numerous social and charitable organizations.

"Having ethics and giving back are the foundations of my business and my life," she said. "It's very important to me to stick to my code. Being respected for my ethics and asked to be on a committee that was created to uphold certain standards is an honor. I always try to put my best foot forward."

The esteem Chrys enjoys from peers and clients is a byproduct of both her character and her skills, and a central element to her success is her desire to build long-term relationships with her clients.

"The biggest compliment is when people keep coming back," she said. "There are agents who are only concerned with doing the deal right now, instead of being of service and building a relationship. I have done transactions with some of my clients seven and eight times, and one of the reasons I do so much repeat business is because I emphasize the relationship."

Chrys's winning approach has been paying dividends throughout her more than 27 years in the business. And prior to that, she applied her excellence to teaching sixth grade in the Culver City School District.

"I taught for many years in a pilot team-teaching system, and my team also taught the techniques to other teachers," she said. "It was so rewarding, but I saw too many burned-out teachers around me, so I decided to leave on top and do something totally different. I didn't want my life controlled by bells anymore."

Soon, a lunch appointment with a friend who had just started working at Jon Douglas Company turned into an opportunity to embark on an exciting new career, and before Chrys knew it, she had joined the firm.

"I couldn't let go of teaching right away, so I overlapped both careers for the first three years. Gratefully, I have a very supportive husband who understood that my commitment level had to be high," she said of Harry, her husband of almost 30 years and a former Boston Red Sox player whom she met when both were students at USC. "Since then, I have been able to achieve a balance, so that my business life and my personal life are both fulfilled. I have also learned that clients respect your time and your privacy. I have heard agents complain about being up until 11:00 at night with a client, but I rarely have that experience. Maybe it's the clients I attract."

That would come to reason, because for 27 years, Chrys has been setting a standard for business and ethics, establishing a model for how she works and how she lives. She is the ultimate proof that the respect you put out is what you get back. ★

To reach Chrys Stamatis
call (310) 571-1323,
email cstamatis@aol.com,
or visit www.chrysstamatis.com.

Chrys Stamatis