

Chris Grocott



Making an Undeniable Difference

WRITTEN BY: DAVE DANIELSON IN COLLABORATION WITH A.I

Chris Grocott’s dedication to what he does on behalf of those around him is undeniable.

As a dedicated realtor with St. James Properties LLC, Chris has successfully transitioned from a background in banking and auto sales to become a highly accomplished real estate professional. With over \$30 million in career volume and an unwavering commitment to client service, Chris has proven that his passion for real estate—sparked at a young age—has led him to a fulfilling and successful career.



supported his pursuit of higher education, allowing him to earn a business degree from West Chester University in 2007 and an MBA from Keller Graduate School of Management in 2011. After spending eight years in auto sales, where he refined his negotiation and customer service skills, Chris knew it was time to pursue his ultimate dream—real estate.

Launching a Real Estate Career

In 2021, Chris and his wife embarked on their real estate journey together, attending pre-licensing classes side by side. While Chris joined St. James Properties LLC, his wife found her place on Hank Troschianiec’s team at Keller Williams. Over the past five years, Chris has helped countless clients find their dream homes in St. James, a community he deeply believes in and enjoys showcasing.

Excellence in Real Estate

Chris’s dedication to his craft is evident in his impressive achievements. With designations such as GRI (Graduate, Realtor Institute), ABR (Accredited Buyer’s Representative), and SRS (Seller Representative Specialist), he continuously seeks to expand his knowledge and better serve his clients. In 2023 alone, he closed \$13 million in sales, a testament to his relentless work ethic and client-first approach.

Overcoming Challenges and Staying Focused

Success in real estate, as in any career, requires sacrifice. For Chris, that sacrifice has been time—balancing the demands of a thriving business with personal commitments. He acknowledges the challenge of work-life balance but remains committed to managing it as best as he can. His passion for real estate drives him, but his greatest motivation



A Lifelong Passion for Real Estate

Born in New Jersey and raised in Bucks County, Pennsylvania, Chris developed an early fascination with real estate. As a child, he saw family members who thrived in the industry, owning multiple properties and enjoying financial freedom. This exposure ignited a lifelong ambition in Chris to become a realtor and landlord. Even before officially entering the

field, he was already honing his sales skills, selling newspapers door-to-door as a child and later excelling in auto sales.

A Strong Foundation in Sales and Finance

Chris’s professional journey began in banking, where he worked his way up from a bank teller to roles in mortgage lending and investment advising. During this time, his employer



is being the best father to his two-year-old daughter, who brings joy to his life with her love for school, the beach, gymnastics, and animals.

The Power of Relationships and Innovation

One of the biggest game-changers in Chris's business has been embracing AI and technology, a tool he initially hesitated to use but now sees as a valuable asset in streamlining his workflow. However, he firmly believes that real estate remains, at its core, a people-driven business. His strong sales background and ability to overcome

objections—honed during his years in auto sales—set him apart. Chris treats every client with the same respect and care he would expect, ensuring they feel valued and supported throughout the buying or selling process.

Giving Back and Staying Grounded

Chris is not only dedicated to his business but also to giving back to the community. He supports organizations such as Stop Soldier Suicide, Operation at Ease, the Wounded Warrior Project, and the Oak Island Police Department's Christmas Wishlist Project. Outside of work, he enjoys golfing, running,

spending time at the beach, and visiting shooting ranges.

Advice for Aspiring Realtors

For those looking to succeed in real estate, Chris emphasizes the importance of building strong relationships—with vendors, fellow realtors, and clients. He believes in treating people with respect and integrity, values that have been instrumental in his success.

As Chris continues to grow his business, his goal remains clear: to help as many clients as possible while maintaining exceptional service and knowledge.




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