



Quadwalls Real Estate Team

The smarter way to real estate in Northwest Indiana.



"We help people save money and make better decisions when selling or buying Northwest Indiana homes."

- Northwest Indiana Real Estate Agent Chuck Vander Stelt

LET'S GET YOUR HOME **SOLD.**

Why did you get this booklet?

Well, we think you might want to sell your home. Maybe you're trying to FSBO. Maybe we saw your listing expired or was cancelled. Or, maybe it was something else all together.

And, we know you probably know a REALTOR®. Who doesn't these days, right?

But, I bet you don't know us, so we want to introduce ourselves.

We're **low cost Northwest Indiana real estate agents** delivering above average results to our clients.

Simply, we get homes like yours **sold.**

Table of Contents

About Us
Our Low Commission Fees
Features in Our Listing Service
Our Experience
Our Service Area
FAQ
Examples of Homes We Sold
Testimonials
Our Marketing

About Us

WHAT IS THE QUADWALLS REAL ESTATE TEAM?

We are a team of NW Indiana real estate agents. We run the NWI real estate website Quadwalls.com.

We help Northwest Indiana homebuyers and sellers save money and make better decisions when buying and selling homes. We do this by providing home sellers with **low real estate commission fees**, offering homebuyers a home purchase commission rebate, and delivering superb customer service to every client.

MEET CHUCK OUR TEAM LEADER

Hi! I'm Chuck Vander Stelt from Valparaiso, Indiana, and I started Quadwalls.com and lead the Quadwalls Real Estate Team.

I know a lot about Northwest Indiana because I've been here forever. My grandfather came here in 1979 to run the bakery at the Costas's grocery store in Valparaiso, and my parents came along. My grandpa opened Chuck's Bakery in Valparaiso in 1981. I worked there and helped run the bakery for 10 of the 32 years we owned it.



As I baked in the middle of the night and early mornings I received a B.A. in Education from Purdue North Central in Westville, married my college sweetheart, and earned a Juris Doctor from Valparaiso University Law School.

After law school I chose to stay in the business world. I really enjoy selling things. I had an award winning sales career with two Fortune 500 companies.



In 2016 my wife and I hired an agent to sell our home in Valparaiso. The agent didn't do a good job. I decided to start helping people make better decisions and save money when buying and selling homes in Northwest Indiana. I have been a full-time real estate agent since 2017. I have helped hundreds of people buy and sell homes in Northwest Indiana, trained new real estate agents, and helped other agents build their businesses.

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- Northwest Indiana Real Estate Agent Chuck Vander Stelt

READY TO SELL?

CHECK OUT OUR
LOW REAL ESTATE
COMMISSION FEES



**YES, THE BUYER'S AGENT COMMISSION
IS ALREADY INCLUDED WITH OUR RATE!**

Real Estate Commission Fee

Listing Price	Commission Fee
\$150,000 to \$199,999 ...	4.00%
\$200,000 to \$249,999 ...	3.58%
\$250,000 to \$299,999 ...	3.30%
\$300,000 to \$349,999 ...	3.10%
\$350,000 to \$399,999 ...	2.95%
\$400,000 to \$449,999 ...	2.83%
\$450,000 to \$499,999 ...	2.74%
\$500,000 to \$549,999 ...	2.66%
\$550,000 to \$599,999 ...	2.59%
\$600,000 to \$649,999 ...	2.54%
\$650,000 to \$699,999 ...	2.49%
\$700,000+	2.44%

How Do We Charge So Much Less?

- **Low Overhead** - Agents work directly with clients, so there is no need for support staff.
- **Great Split** - We keep almost all of the commission and give little to our brokerage.
- **High Volume** - Because we sell a lot of homes we need less from each home to cover our fixed business costs.
- **Better Marketing** - We're really good at marketing which lowers both our client acquisition costs and the costs to market your home for sale.
- **Efficiency** - From selling hundreds of homes we know how to efficiently move from introducing ourselves to you, listing your home, and getting to the closing table.
- **Opportunity** - Recent changes to real estate advertising rules makes us believe more listings will lead us to more buyers and more revenue, so we want listings!
- **Technology** - Technology has lowered our costs to sell a client's home. Our low real estate commission fees return this savings to home sellers.
- **Honesty** - We are not greedy. We prefer to run a consistent business based on reasonable and fair prices that we can be proud of.

Unfortunately, many companies in many industries have tried to convince you a product or service must be expensive to be good.

It's simply untrue!

Features Included with Our Listing Service

- Free, no obligation pre-listing consultation
- High quality photos & video tour
- Signage (included, but not required)
- Placement in the Northwest Indiana MLS
- Display on real estate websites including Zillow®, Trulia®, Realtor.com®, and hundreds of regional real estate brokerage and agent websites
- Social media & email marketing
- Open houses (included, but not required)
- Showing scheduling software
- Showing feedback collection
- Weekly marketing reports & advice
- End-to-end transaction management
- Superb customer service backed by continuous communication



Client Friendly Listing Terms

Our client friendly listing terms are meant to address your fear of making the wrong choice.

- **NO MINIMUM LISTING CONTRACT TERMS** - You choose the length of time the listing contract is in place.
- **NO FEE, EARLY TERMINATION CLAUSE** - If it's not working out or we're not meeting your expectations you can easily terminate your listing contract before its expiration date without penalty or payment for services.

Our Experience

323 – NUMBER OF HOMES WE HAVE SOLD

\$89,328,506– VALUE OF REAL ESTATE WE HAVE SOLD

NWI Homes We Have Sold

- Houses in neighborhoods and subdivisions
- Townhomes and condos
- Lakefront homes
- Historical homes
- Luxury homes (top 10% of the NW Indiana market)
- Super luxury homes (top 3% of the NW Indiana market)
- Distressed and damaged homes
- New construction homes
- Off-market homes
- Homes on large lots (10+ acres)

Sellers Who Have Hired Us

- Expired & cancelled listings
- For Sale by Owners
- Selling-to-buy to trade-up (upsizing)
- Selling-to-buy to downsize
- Marriages & divorces
- Foreclosure avoision
- Estates and inherited homes
- Medicare or Medicaid spend down
- Real estate investor portfolio sales
- Relocation (including out of state)

Featured On



ConsumerAffairs



the balance



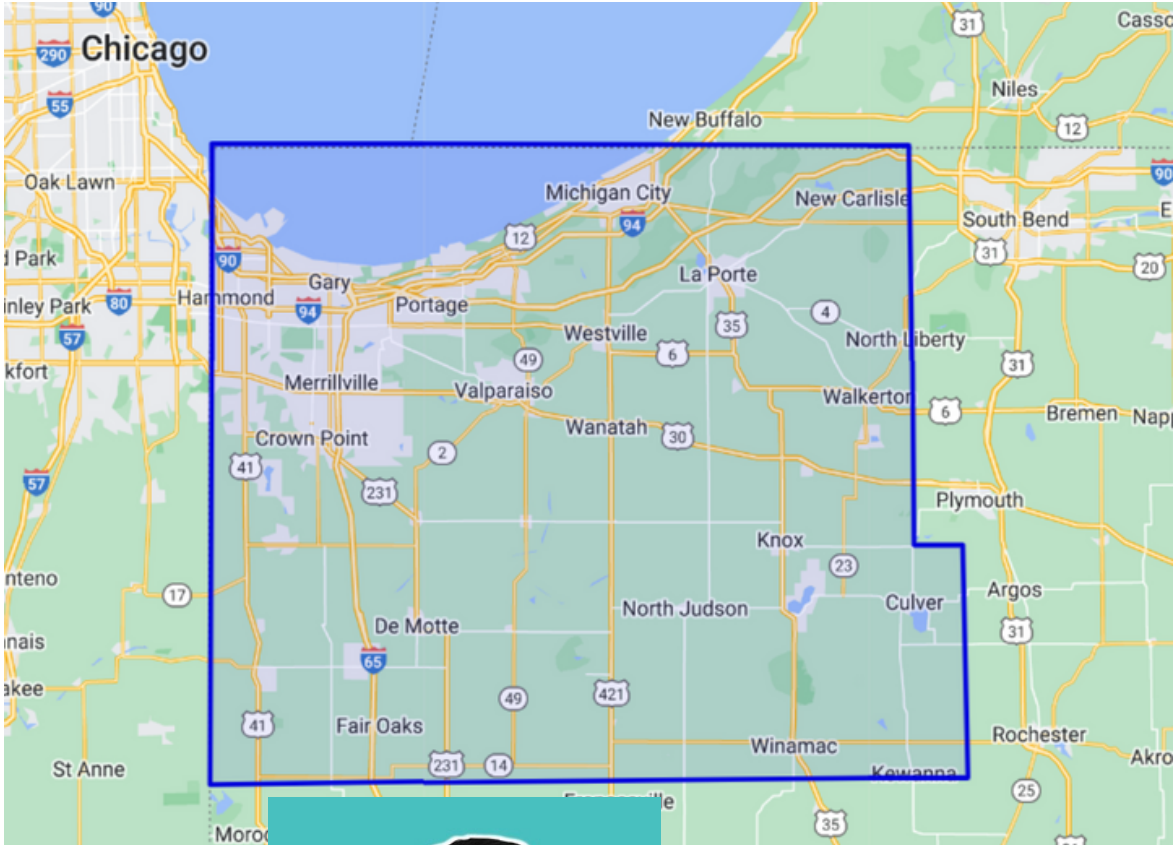
Bankrate®

Our Service Area

Counties We Serve

Lake | Porter | LaPorte | Jasper | Newton | Starke

We have sold homes in most of the cities and towns in Northwest Indiana.



**Are You Ready
to Get Your
Home Listed?**



**Talk to Chuck: (219) 309-6098
Email: info@quadwalls.com
Visit: www.quadwalls.com/sell**

FAQ

Q: How much do I owe if you do not sell my home?

A: Nothing.

Q: How fast will you get my home listed?

A: Within 48 hours of getting documents signed and pictures taken.

Q: Can you help me buy a home, too?

A: Yes, we'd love to help you buy a home!



Testimonials from Past Clients

"Chuck helped us sell our home in Valparaiso, IN. We had never sold a home before. Chuck was incredibly knowledgeable, helped us through the entire process and even gave us weekly marketing reports. He always made himself available for any questions we had and he had the best commission rate. If we ever go through this process again I will definitely use Chuck and I would highly recommend him to anyone."

- Brandon, Home Seller

"Chuck is extremely knowledgeable on the market trends and updated us on a weekly basis. He shared very detailed information which was of tremendous importance when making decisions on what price to sell our house in Crown Point for and during the negotiation process. At the closing he went above and beyond anything that I have witnessed to close the deal. He & his associate Lupka are true professionals that want to get the best for their clients. I highly recommend them to anybody that needs to buy or sell."

- Demetrius, Home Seller

"Chuck Vander Stelt helped us both buy a new house and sell our existing home in Valparaiso, IN. He knows the market intimately and seems to know every little trick in the book to make both the buying process and the selling process go smoothly. With his help, we were the best offer for the the house we wanted, and got it, and then he helped us get the best price we thought we could get for our sale. We were very satisfied and happy with his help. A total professional, great customer service, and a great guy to boot. You can't go wrong!"

- David, Home Seller & Buyer

"Chuck helped us buy and sell our home in Valparaiso. This was our second time working with Chuck, and it was a wonderful experience all around. He helps you navigate all the crazy ins and outs of buying and selling. He answered all of our questions, and promptly. He is the reason we were able to purchase the home of our dreams, with his suggestions, we were able to beat out multiple other offers."

- Angela, Home Seller & Buyer

"Chuck has been amazing throughout the process of selling our home! If you want to get the job done fast & efficiently with a Realtor who takes the whole process and makes it his own personal goal, go with this guy! He kept us informed, got right back with us anytime we needed anything and he's professional and knowledgeable! We've bought and sold several homes in the past and we have used several Realtors, but this experience has been by far the best! 5 stars are not enough!!!"

- Liz, Home Seller & Buyer

"Chuck saved us over 10 thousand dollars in commission fees and helped us navigate through a complex series of transactions with multiple contingencies. He is insightful, thorough, analytical, and flexible. We can recommend Chuck's services without reservation."

- Lisa, Home Seller

Ratings on Our Online Profiles

Google



facebook



Zillow®



Why Our Marketing Is Better

Aesthetic Sentiment – Capture imagery and video to create the best possible aesthetic. We want to make your home aspirational so buyers want it. This creates desire and want which motivates buyers to come after your home.

Exposure – We maximize your home's exposure to the audience of active homebuyers. We do this through placement in the MLS, our relationship with hundreds of agents representing homebuyers, and savvy use of digital marketing.

Solution Selling – Every homebuyer is trying to solve a set of problems. We illustrate your home's features as the solution to homebuyers' problems. You'd think more real estate agents would do this but they don't.

"We know 36% of homebuyers have a dog. If your home has a fenced in yard, we're going to include that in the first sentence of your marketing remarks and a picture of that fenced yard will be the second photo. We do this because we know doing so just solved a BIG problem for 36% of active homebuyers."

Full-Time Real Estate Agents – We are full-time real estate agents.

Could you imagine a car dealership with no salespeople to answer car buyers' questions? I don't think they would sell too many cars if a customer called, got a voicemail, and didn't get a call back until 6:00 at night because all of the sales people were working at some other 9 to 5 job.

When hiring someone to sell your most important asset hire an agent who has made a full-time commitment to his or her clients. Or, just hire us.

"Selling homes should not be a side-gig for some extra cash."





"Chuck saved us over 10 thousand dollars in commission fees!"

- Lisa, Valparaiso Home Seller



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Get Your Home Listed

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- Visit Our Site: quadwalls.com/sell