

# featuredagent

magazine



Chris  
McCall





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## Chris McCall

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“I’m not in the business of selling homes, I’m in real estate to create long-lasting friendships and relationships while helping to serve the community,” says Chris McCall, Associate Broker with Keller Williams in Gainesville, Georgia.

For 20 years, Chris has been doing exactly that, in addition to helping countless buyers and sellers in Hall County and surrounding areas to purchase or sell their home, land, farms, acreage, and new residential construction. However, his fascination with all things related to homes and design began even earlier.

“In high school, my best friend’s father was in the business of owning rental properties and buying and fixing up homes, which I found very interesting. I also took drafting, industrial arts and woodshop throughout high school, which ultimately led me to study architecture and design in college. The

combination led me to the real estate world of listing and selling properties,” Chris recalls.

From the very start, Chris was a natural in real estate. But it wasn’t just his education, or his fascination with design, which earned him the accolade of Rookie of the Year in 1998. Instead, according to Chris, success in real estate requires a third important component: a true love of helping people. “You have to get into this business for the right reason, which is helping people to achieve their lifelong dream of home ownership. Honesty, integrity, hard work, and determination are huge parts of how I run my business,” he explains.

Chris insists upon remaining in the forefront of emerging market trends, all the while providing second-to-none marketing campaigns for his listings. Understandably, these efforts have earned him

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flattering praise and enduring loyalty from clients. In fact, as the result of his efforts, today an incredible 80% of his business comes directly from word-of-mouth referrals, or from clients he’s helped in the past. “My clients deal directly with me, and not with a huge team of people. I give all that I have, all of the time, because I’m loyal and committed to doing a great job,” he says.

Chris’s drive to be the best in everything he does extends far beyond helping others with buying and selling real estate. His determination is also seen

clearly through his selfless dedication to bettering his community as a whole. In Hall County for example, he’s been involved with the United Way in the past, and was a member of the United Way Young Leader’s Society. He’s also an active member of the Hall County Chamber of Commerce where he served with The Leadership of Hall County. In addition, he serves as the North Hall High School lay coach for varsity girls basketball, and serves as the head JV coach as well. Finally, he’s also the head coach for the elementary and middle school girls travel basketball teams.





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As the result of serving his community with professionalism, dedication, and true passion for helping others achieve their goals, Chris has earned a well-deserved reputation for excellence. Along the way, he’s also accumulated many impressive awards. For example, he’s been the Top #1 Individual Keller Williams Agent in Hall County for multiple years. He’s also spent 19 consecutive years in the Million Dollar Club of the Hall County Board of REALTORS®.

Given that he’s already been so successful, what else does Chris hope to achieve in the future? In his personal life, he says he intends to continue seeking ways to give back to the community, all the while remaining active in his children’s lives, and enjoying the incredible recreational options available in Northern Georgia. Regarding his professional life, he has a similar plan to stay the course, enjoying his work with buyers and sellers for many years to come.

For Chris, service work is frankly just a way of life, as is helping others navigate their way through a real estate purchase or sale. “I believe God has blessed me in so many ways that my business is just one of those avenues he continues to bless, so that I may be a blessing to all those I serve,” he says humbly.

“I’m going to continue doing what I have done for the last 20 years. I don’t see myself ever retiring from what I’m doing. I love what I do.”

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