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Savannah Real Estate Company Joins Weichert® National Franchise Network Weichert, Realtors® - Stanford & Company Becomes Newest Georgia Affiliate

SAVANNAH, Ga. / Jan. 8, 2018 – Weichert Real Estate Affiliates, Inc. is pleased to welcome a new office in Savannah that prides itself on the high-quality service provided by its agents. The addition of Weichert, Realtors® - Stanford & Company, formerly known as Stanford Realty Company, also continues the expansion of the Weichert® franchise footprint throughout the Southeast with the 12th office in Georgia.

“We are extremely excited about our new affiliation with Weichert, which will have a positive effect on our customers who have entrusted us with their home buying and selling needs,” said Melissa Stanford, the broker/owner of the new Georgia affiliate. “The ‘people first’ philosophy put forth by Weichert fits wells with our current business model of putting our client’s needs first.”

As part of the Weichert franchise network, Stanford’s team can take advantage of training programs provided by Weichert to help agents offer the best real estate service in the industry. The Savannah affiliate will also be eligible to receive sales leads from the Weichert call center to help grow its local market share.

“Joining the Weichert franchise system gives us access to industry-leading resources to help provide our clients a memorable home buying or selling experience,” added Stanford, who runs the company with her husband, Paul.

The Stanfords began exploring franchising as a way to grow the agency that they opened in December of 2016. The couple met with representatives from Weichert Real Estate Affiliates, Inc. earlier last year and were thoroughly impressed with the management systems, training programs and marketing support Weichert could provide to help develop staff and grow the company’s local market share.

“We were simply amazed with the sales leads and resources Weichert could provide to help our agents secure new listings during our visit to their headquarters in Morris Plains, New Jersey,” said Paul Stanford. “Our decision to go with Weichert is a definite game-changer.”

Weichert Real Estate Affiliates, Inc. President and COO Bill Scavone was pleased to welcome the newest Georgia affiliate. “I am thrilled to welcome our new friends at Weichert, Realtors® - Stanford & Company and their clients to the Weichert family. Their office has a reputation for great customer service and they are highly regarded in the Savannah area. The office also shares our client-first philosophy and is rooted in the region it serves.”

Weichert, Realtors® - Stanford & Company is an independently owned and operated Weichert affiliate. The office serves Chatham, Bryan and Effingham counties.

For more information about Weichert, Realtors® - Stanford & Company, located at 7370 Hodgson Memorial, Suite E-2 in Savannah, contact Melissa Stanford at 912-356-5533 or visit www.stanfordrealtyco.com.

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About Weichert Real Estate Affiliates, Inc.: Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company’s franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as “a clearly defined operating system for marketing and managing a real estate business.” Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one of the top traditional residential real estate franchises in *Entrepreneur’s* 2017 Franchise 500 and was identified in 2017 by *Franchise Business Review* as one of the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

Each Weichert® franchised office is independently owned and operated.



Melissa Stanford



Paul Stanford