

TOP AGENT

MAGAZINE



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Darrell Scott – Broker and Lead of The Scott Group at Compass Realty in Chicago – is a top producer who consistently goes the extra mile for his many grateful buyers and sellers in The Windy City. With an indefatigable work ethic, true concern for his clients' wellbeing, and a vast reservoir of industry knowledge, Darrell has been setting the gold standard for customer service in his highly competitive market.



Darrell officially began his career in real estate over a decade ago, after graduating from college with a master's degree in Architecture. Initially intending to pursue a career in that field, the legendary market crash limited his options. "Every architecture firm in the city was laying people off," he recalls. "I'd always had an interest in housing and design, so I decided that real estate would be a good career to transition into." That was a fortunate decision, as Darrell has found a level of success that would be the envy of much of his competition. "I'm also glad I'm not sitting at my desk all day in AutoCAD," he says with a laugh.

The Scott Group, which consists of Darrell and three other Brokers – including his equally-talented and hardworking wife, Jill – and a marketing and branding advisor, has been built on a foundation of honesty and integrity, and a proven willingness to go above and beyond for their grateful clients. Proof of this, if needed, can be found on Scott's Zillow page, where nearly two hundred glowing reviews demonstrate that Scott and his team consistently deliver solid results. In fact, Scott, who is a Premier Agent on that site, holds a stunning, perfect five-star overall rating.

There are many factors that come into play when assessing Darrell's real estate success story. Chief among them, of course, is the exceptional customer service they provide. "The relationships we form with our clients are very important to us," says Darrell. Expert, thorough marketing strategies have also played a significant role. Professional photography is utilized exclusively, cutting-edge videos are produced, and staging is done when necessary, all making certain the property is shown in its

best light. Adroit use of the internet, including established real estate websites like Zillow and Trulia and multiple social media platforms put each property in front of as many potential buyers as possible, resulting in fast sales for top dollar, not to mention happy clients.

"We try to make the home buying or selling process as exciting as possible for our clients," says Darrell. "At the end of the day, this is one of the biggest purchases or sales they will make during their lifetime. We also make certain we don't drop the ball anywhere during the process."

When he's not working, Darrell enjoys spending as much time as he can with his family, and he and his wife Jill travel around the world pursuing their passion, scuba diving. He and Jill are also ardent philanthropists who donate their time and money to many charitable organizations and events. Just one of these is the *Off the Streets Club*, which provides mentorship and safe environments for inner city kids.

Looking to the future, Darrell's plans are to grow his business, add team members as necessary, and to continue offering the exceptional customer service that has become his calling card.

For more information about Darrell Scott,
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