



Integrity 1st Realty, Cumming, GA

CASE :: Steven Littlefield :: Real Estate Agent

Steven Littlefield is a broker with Integrity 1st Realty in Cumming, GA. While they are licensed to do commercial and land, their business is primarily a residential brokerage serving counties on the north side of metropolitan Atlanta. He's been in Real Estate since 1996.

Stephen was introduced to Craig Long, LLC, by Kimberly Bradley, a loan officer with Pine State Mortgage where his wife and brother are both employed as loan officers.

"I was not really looking for a new closing attorney at the time but I'm always open to meeting ones that can help me with my business," began Littlefield.

Integrity 1st Realty does about a dozen closings every month. During that month they might work with 5-10 different closing attorneys, as the selection of the closing attorney is at the discretion of the buyer.

"When I get to select the closing attorney, I want one that presents no surprises, one that does his job, stays on schedule and can get me in and out in an hour," continued Littlefield.

"I expect to be notified about problems before we get to a closing. When I arrive with my client and there are surprises, that is not good for me or my client," stated Littlefield. "But that has never happened with Craig."

Over the past few months Littlefield has come to rely on Craig Long, LLC for their reliably smooth closings and strong customer service before the close.

"A big difference between Craig and some of the other attorneys that we work with is that when I call their office, 95% of the time I am told that I need to speak directly to the attorney handling the closing to get my question answered," continued Littlefield.

When that attorney is in a meeting or not available, Littlefield is left waiting for a return call. In sharp contrast, Littlefield explained that, "Craig doesn't do that. He keeps his people up to date on the file. There has never been a time when I have called his office and found that the person that answered the phone could not answer my question."

Having his staff to be able to understand the file and articulate where the gaps are so that we can make sure things close speaks volumes about his professionalism.

In addition, Littlefield appreciates that fact that as a closing draws near, Craig or someone from his office will call me to remind him if items are missing from the file.

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“If we show up at the closing and there is something missing, we cannot close,” stated Littlefield. “Should my office catch it? Yes, but the buck stops with the attorney – and Craig’s extra effort ensures that my client is able to close on time.”

One of the final reasons that Littlefield finds himself drawn to working with Craig Long, LLC is the way that they handle his clients. Integrity 1st Realty represents buyers and sellers of all types, ages and economic status.

“I don’t hand anybody off so when I bring people to Craig – whether they are buying a \$125,000 home or a \$750,000 home – he has a way about himself that allows him to work well with all types of people,” explained Littlefield.

“I know why that is – it is because Craig has Christ in his heart. He doesn’t perceive himself to be on one level and other people on another. And that is why I love doing business with him,” confided Littlefield.



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