

Top Tips for Selecting A Real Estate Salesperson

- Choose a salesperson who understands your situation, one that asks questions of you naturally, not a canned presentation and one that asks genuine high value questions about you, your property and what you are trying to achieve and someone that get you involved in the sale
- A salesperson who comes up with ideas to maximise your sale price by providing various selling and marketing methods that suit you and your property, not what suits them or the company they represent
- A big brand and a big team don't automatically translate to a great price. It also doesn't automatically mean they have a large buyer pool to expose your property to. Buyer management by a committed salesperson with the right support will do a better job. A big brand and big team often mean a bigger fee for exactly the same job
- A salesperson who will do appointments not just open homes, a salesperson that is committed to you and committed to complete the process in a productive and focused manner without passing on their responsibility to a stand in or personal assistant
- Great salespeople are not afraid to tell you the truth, someone who regularly reports in writing and in person after every appointment. It is a joint journey to success and the vendor and salesperson need to be on the same page
- Choose someone that exudes confidence as chances are if they are confident with you they will be confident with buyers and lead them to a good decision quickly but fairly
- A salesperson who is realistic, open and honest in their assessment of the current market and respectful of your expectations as a vendor but above all else, someone who is enthusiastic about your property and what you are trying to achieve through selling your home.

At The Property Club we are here to help. It is not all about the sale hence we are property advisors as well as sales people. It is about ensuring we do the right thing, not just when we are one on one with you but at all times when we are dealing with your biggest asset.