

Finding The Right Consultant

How To Choose

There is no doubt about it. Consultants sell houses. When it comes to selling your largest investment, employ a professional.

Most sellers are intimidated by the expertise required in real estate marketing, negotiation and closure. Rather than risk making errors and possible financial loss, the investment you have in property is safer in the hands of a professional. First and foremost, whether you are buying or selling, your ultimate goal should be to have a relationship with a reputable consultant you can trust to look after your interests.

In choosing the best consultant to suit your needs, take the time to meet and chat. This may well be a long term relationship and a bit of research is a small price to pay considering the ongoing communication and trust required by both parties when dealing with your investments.

The right consultant will

- have recommendations that create further business,
- provide you with evidence of quality marketing methods and satisfied clients,
- do their homework by keeping abreast with market changes,
- supply you with information regarding current trends and statistics on the type and locality of real estate specified,
- work actively toward creating competition to enable the best price for sellers,
- be service oriented before, during and after sales,
- desire a long term relationship with sellers and buyers alike and will be prepared to go the extra mile to meet client needs,
- be enthusiastic to add measurable value to the buying and selling process.

Once you have found your ideal consultant, keep the contact going. An ongoing relationship will provide assurance that you will know when a property that suits you becomes available; and give you the edge by keeping you informed about activity and trends in your local area thus supplying you with valuable and superior market knowledge.



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You Talk, I'll Listen - buying or selling, I will work for you!

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