

The LDM Team

The Benefits Of Using A Broker To Sell Your Property

Commitment:

Signing an exclusive agreement creates a fiduciary responsibility to a seller to professionally sell your home in the shortest time at the highest price possible. You will receive the highest level of commitment from your agent, who does all the work while you take time to play.

Knowledge:

Brokers are constantly viewing properties, overcoming objections in their own neighborhood of expertise, and can easily decipher market value. Just as a doctor who sees patients is an expert in his/her field, so is your realtor. We know the right questions to ask, tricks to effectively prepare board packages, ways to target customers, and how to show your property in the best light.

Experience:

Brokers are well versed in their profession and can often prevent pitfalls in a transaction by educating the seller that may cost you the sale.

Marketing:

A broker has all the necessary resources to expose your property to the widest audience. This includes marketing to companies, brokers, your building, neighboring buildings, and our own expansive client base.

Relationships:

We already come with a wide web of contacts in the brokerage community. In addition, most brokers already have a large pool of buyers and sellers who may have interest in your property, giving you an advantage by bringing the property to them.

Negotiating:

The broker will act as a liaison on your behalf to get you the highest sale price - by understanding your needs they can utilize their expert skills to yield you the best timing, price and terms of the sale.

Time:

It takes hundreds of hours to market, show, advertise, negotiate, prepare the board package and care for your interests through to closing.

Results:

You will save time, frustration and obtain the highest price for your property.

When you really think about it, 6% is a small amount for the many hours a broker dedicates to streamline your real estate transaction from A-Z.

See you at The Closing!