8 tips to ace the home showing for a faster sale

Ever feel awkward at showing appointments? You know what I'm talking about. You walk away unsure if you did and said enough to try and sell your listing. You came off either too strong or too soft on the sales shark to mime impersonation scale. Don't worry, you aren't alone. The bad news is that the awkward showing is your fault. The good news is that you can implement a few simple tips into your showing process that will immediately lead to more successful client experiences and closings. As a brokerage consultant and experienced development listing agent, I spent 10 years of my real estate career launching multimillion- and multibillion-dollar development listings. We'd take planning and preparation to launch new listings to a new level by curating a targeted property marketing campaign, creating a seamless client experience in the sales gallery and assembling top-performing sales teams to get it sold. Everything from the way a client was offered a beverage to how ...

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