



<https://yourrealtyleverage.com/job/real-estate-buyers-agent-austin-tx-us-kasey-dalby/>

Real Estate Buyers Agent

Description

Dalby Home Team

The Buyer Agent is an individual who is highly sociable, draws energy from working with people, and is optimistic and outgoing. They have a strong sense of urgency, but not at the expense of quality. In addition, they demonstrate on a daily basis the knowledge, attitudes, skills, and habits of a high-achiever who is committed to putting clients first, to doing the right thing, and to seeking win-win agreements. The Buyer Agent prospects for leads daily, closes those leads to appointments, closes for agreements, and then conducts a high-level fiduciary needs analysis. The Buyer Agent will select homes that meet the criteria and show homes to clients.. The Buyer Agent will draft contract offers and negotiate the offer, overseeing the deal through its close.

The Buyer Agent also demonstrates a commitment to learning and strives for growth by regularly attending courses, teaching courses when appropriate, and regularly practicing scripts and dialogues. They are committed to investing in the people on the team and regularly provides them with learning and growth opportunities as well. A true professional that is accountable, flexible, driven and motivated to take the team to the next level.

Responsibilities

- Select homes that meet clients' needs, identifying homes that best meet those needs, refining needs, and closing to contract offers
- Consult with clients to ensure fiduciary service of the real estate transaction from initial contact through contract to close
- Effectively negotiate, or oversee negotiations, for all buyers
- Develop expert knowledge regarding mortgage financing, neighborhoods, schools, and all homeownership issues
- Generate client leads to buy and sell.
- Counsel clients on market conditions, prices, and mortgages.
- Develop a competitive market analysis by comparing properties.
- Show properties to buyers
- Draft and present offers
- Facilitate negotiations between buyers and sellers.
- Review purchase contracts to ensure terms are met.
- Prepare loyalty contracts, purchase agreements, and other documents for each real estate transaction.
- Maintain your real estate license and knowledge.

Qualifications

Hiring organization

Your Realty Leverage, Inc.

Employment Type

Full-time

Industry

Real Estate

Job Location

Austin, TX, US

Base Salary

\$ 250,000, commission based

Date posted

December 11, 2020

- Real Estate License Required
- Real Estate or service industry experienced preferred
- Strong written and verbal communication skills
- Ability to build rapport
- Great ability to focus
- Concerned about doing things the right way
- Calm under pressure
- Learning-based
- Service-based attitude
- Self-motivated and able to work well independently
- Able to set priorities, plan and organize tasks and complete tasks on time
- Demonstrate problem assessment and problem-solving skills
- Strong organizational and follow-through, ownership and accountability
- Ability to learn new processes and procedures
- Extreme attention to detail and accuracy
- Desire to exceed customers' and agents' expectations
- Maintain a goal-oriented focus
- Demonstrate initiative, reliability and teamwork skills
- Proven ability to succeed
- Knowledge of MAC computers