

Licensed Real Estate Agent

Qualifications

- Sales: 1 year (Preferred)
- Real Estate License (Preferred)

Full Job Description

Ever thought of being your own boss? Think Real Estate. It's a great industry to try your hand at...

- being your own boss
- setting your own timetable
- earning what you want (without that glass ceiling)

We are going to hire one talented person this month. Hart & Home Realty Group is a quickly growing team that helps retail buyers and sellers realize the dream of home ownership while also providing renovation and project management solutions. We have a proven path to help you succeed while providing education and flexibility along the way. Are you up to the challenge?

Are you a motivated and professional real estate sales agent wanting to join a winning team? Then, you may be the ideal candidate for our next real estate agent! We will train you to shine because we prepare you for success in your real estate career. Working with clients face-to-face, generating leads, walking through homes, creating scopes of work, negotiating, and completing transactions will be your primary focus. So, if you're ambitious, love developing client connections, and have a strong work ethic, apply today!

Responsibilities

- Provide guidance and assist sellers and buyers in marketing and purchasing property. Win, win or no deal!
- Determine clients' needs and financial abilities to propose solutions that suit them
- Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing
- Perform comparative market analysis to estimate properties' value
- Promote and market properties for sale
- Cooperate with appraisers, escrow companies, lenders and home inspectors
- Remain knowledgeable about real estate markets and best practices
- Interact with all kinds of leads to achieve more business

- Talk with buyers to discover the type of home they wish to purchase and also work with sellers to guide and advise them through the listing and selling process
- Know what's going on in the local real estate market so you can give leads and clients the most up-to-date information
- Manage the whole process of listing properties to closing them to create straightforward real estate transactions
- Host open house events to attract potential buyers and new leads
- Take pictures of prospect home, take notes on condition, create scope of work, upload all information to shared drive

Skills

- Strong sales, negotiation and communication skills
- An eagerness to learn and succeed
- Ability to work independently combined with excellent interpersonal skills
- Strong ability to look forward and plan next steps

Qualifications:

- Must have a valid driver's license
- Must obtain a valid Real Estate License and we can assist you with getting this
- Excellent communicator, negotiator, and knows how to network
- Show good organizational and time management skills
- Dedicated to their work and eager to advance in a real estate sales profession
- Desire to learn new technologies and get outside your comfort zone.
- Strong desire to grow.
- A proven record of sales experience and success is preferred however not mandatory.

Some Benefits:

- Training from top Real Estate Coaches that have actually sold Real Estate
- Own social media and become a celebrity agent.
- Dominate listings and command higher fees.
- Proven scripts and training on how to use them.
- Facebook and Digital Marketing (Coached by our Marketing Team)
- Free CRM to keep tabs on all the clients you now have

Who will you be working for?

We are a real estate investment company that buys and sells homes throughout Wisconsin. We specialize in renovating properties and reselling them to an end buyer.

Our mission is to help clients solve complicated problems. Many of our clients have found themselves in a situation they believe to have limited options. Whether you are a landlord with a problem property, or inherited a home through a trust, have a home too big to take care of, or have a home in need of major repairs and no resources to fix it, we are laser focused on helping clients take control of the situation.

Nothing brings us greater joy than helping people move from a difficult situation to a more positive one, and we do that by sitting on the same side of the table of our clients and finding a solution that shares an accomplished vision of the future.

The question that keeps us motivated and curious is: ***what would it mean to you and your family if the five worst houses on the block became the five best?***

We believe that by creating quality, beautiful housing, we will integrate people and communities through pride and a shared responsibility that will transform neighborhoods and transcend generations. We cannot do this work without great, dedicated, and driven people and look forward to continuing this journey with you!