

# HEDONIST IN PROPERTY

A Real Estate Newsletter from



## ATTRACTING SERIOUS BUYERS

*BY ALIFSONY.*

when we talk about marketing, anyone can become a prospective buyer, but we need to understand that this is a tricky thing that we will encounter when we delve into marketing.

"don't chase but attract", how can we get prospective buyers every month? or even every week? If you're a realtor like me, like everyone who is into this, it means we're in the same boat.

because we must know the type of buyer psychology that we will face, some start from "windows shopping" and then decide to buy.

some are just windows shopping, but that's the art of working in real estate.

no matter what he asks, answer it, show it, won't interest? make other offers and so on, by expanding your reach to get listings, focus on your listing, strengthen your market, and you will close at a time you don't expect.

follow up, follow through some people are reluctant to do this, he thinks that if the client is not interested it is a dead end. it is if you do not follow up your client, give interesting offers that are in your other listings.

Then, maintain a relationship with the property owner, by continuing to provide the latest updates on offers on the property, we must maintain this so that we get "trust", we will work even better.



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# EVERYBODY WERE HEDONIST WHEN IT COMES IN TO REAL ESTATE.

The question is "why?" This is what must be underlined that everyone experiences an interesting psychology in this case, in owning a residence, for example, people tend to have a high level of interest in comfortable and luxurious housing.

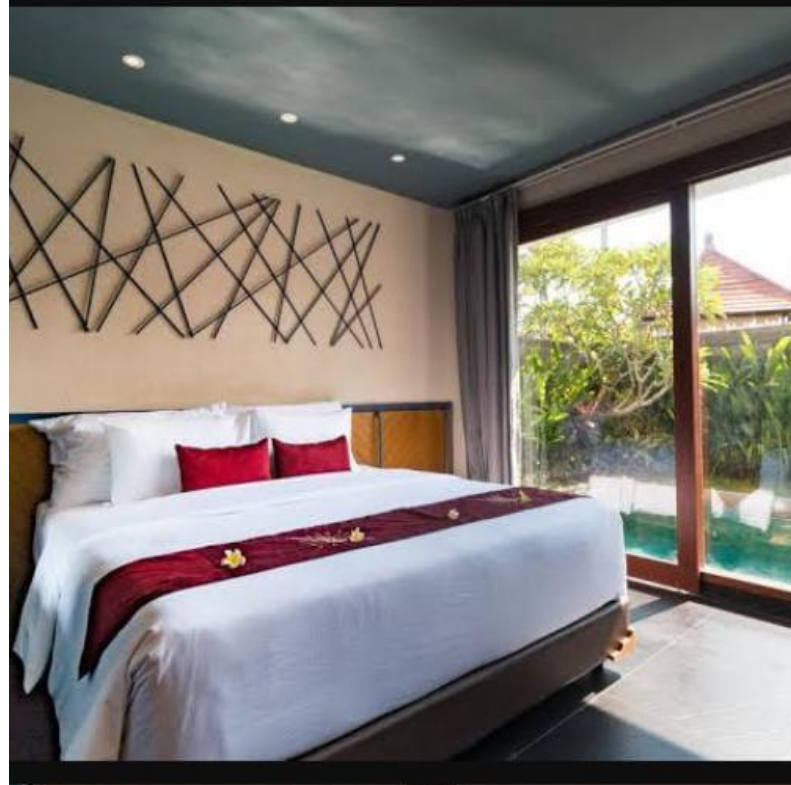
because now we can easily access media, whether it's YouTube or Instagram, and plus many influencers who are indeed showing off their new homes to be used as content, this is something that is psychologically believed that people will have high expectations.

Many developers also design houses as unique and as luxurious as possible, and more precisely at affordable prices.

Times have changed but one thing we need to know, property will continue to grow and the deep thing in this discussion is that people will continue to buy property.

it is an interesting thing for us, free consultation and let us know! What kind of property do you want, do you want to live in or want to rent back?

Don't hesitate to ask, we will help you to fulfill your expectations!



## HELP US TO REACH YOU!

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