



Proven Steps to a Successful Sales Process.

Step 1

The Price

Price is there to entice. Priced correctly a property will generate a steady stream of viewings.



Step 2

The Marketing Material

Always professional grade photography. You never get a 2nd chance to make a great first impression.

Ensure photos stand out against other properties on the market.



Step 3

Virtual Video Tours

Always launch with our complimentary video tours. When added to a Rightmove listing generates up to 50% more interest.



Step 4

Floor Plans

Always launch with a floor plan. According to Rightmove, using floor plans increases buyer interest by a whopping 30%.



Step 5

The Launch Day

Always a Wednesday or Thursday as these are the busiest days for online searches.



Step 6

Passive Buyer Marketing

Social media is HUGE in property marketing. Bespoke advertising ensures a massive audience across multiple platforms.



Step 7

The Viewings Strategy

ALWAYS block the bulk of viewings together, where possible, twice a week. Creating a buzz is always beneficial.



Step 8

The Feedback

Not everyone will buy your house. Their feedback is still incredibly important.



Step 9

Improve & Review

Follow our Anti-Stagnation Strategy. Things change, so will your competition. Always consider the ever-evolving property market.



Step 10

The Offers and Negotiations

THE MOST CRUCIAL... Follow our negotiation strategy to maximise your property's value.



normie&co



Excellent
TRUSTSCORE 9.7 out of 10
Based on 165 independent reviews. 12/11/18