Insider Reveals How To Sell New Construction as a Realtor and Build Relationships with Developers

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The Iconic Agent, a highly regarded luxury new construction and new construction marketing powerhouse, has just released an insightful YouTube video aimed at helping realtors hone their skills in selling new construction and luxury new construction real estate. The video focuses on the benefits of, and ways to build, relationships with developers and stay informed about upcoming new construction projects.

The Iconic Agent team shares insider tips on how to excel in the competitive new construction real estate market using the proprietary R(D)+Z+B method that?s generated over an additional $200 million dollars for realtors that have leveraged the process.

The Iconic Agent's video addresses a common issue faced by many realtors: not knowing how to establish connections with developers or access information about new construction projects in their area. By attending commission meetings, realtors can gain exclusive insights into the local real estate market and development updates.

In the video, Nathaniel Crawford shares: "If you want to succeed in the new construction market, it's crucial to stay ahead of the game and engage with developers from the get-go. Attending local commission meetings is an excellent way to develop these relationships and build trust with the key players in your market."

The video also emphasizes the importance of being proactive in learning about upcoming new construction projects and potential marketing opportunities. This information, paired with local commission meetings, can help realtors showcase their expertise in the industry and better help clients looking to purchase residential new construction.

In discussing the video's key points, Damon Greene, a successful real estate marketing consultant and founder of The Iconic Agent, said, "The Iconic Agent's video provides a fantastic resource for realtors looking to gain a competitive edge. By attending commission meetings, realtors can engage with developers and other professionals in the field, positioning themselves as the go-to experts for new construction projects. Just by knowing more than other real estate agents in the area you position yourself as more of an expert."

Crawford states, ?What many real estate agents don't know is that there is somewhere that they can go to meet some of the best developers in your community in person without an appointment. This is unheard of in the typical business environment."

Nathaniel goes on to state, ?The reason why commission meetings are a gold mine for meeting developers is that developers need variances to build. Many times they want to build larger communities than the current zoning will allow. In order for these local developers to build larger communities that don't accommodate the current zoning, they need a variance. In order to get a variance these developers need to go speak to all the commissioners in a particular area and ask for a variance."

The video is a valuable contribution to real estate agents in the industry who want to attract new construction buyers and increase new construction buyer leads and consistently build their pipelines. The Iconic Agent continues to offer unique and innovative solutions tailored to realtors that want to sell luxury new construction and new construction, providing the tools necessary for success.

To watch the full video and learn more about the Iconic Agent's tips for realtors working with new construction and luxury new construction properties, visit their YouTube channel (https://www.youtube.com/@TheIconicAgent) and follow them across their social media platforms or visit https://www.theiconicagent.com for more info.

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For more information about The Iconic Agent, contact the company here:The Iconic AgentDamon Greene813-822-9930press@theiconicagent.com10810 Boyette Road#2565Riverview Florida 33578

The Iconic Agent

We help realtors feel more confident in growing their businesses by exposing them to proven systems that allow them to tap into any residential new construction market.

Website: https://www.theiconicagent.com

Email: press@theiconicagent.com

Phone: 813-822-9930?

