



# Real Estate Sales Associate

Join a Winning Team!

Energized Sales Professionals Wanted.

## MOXIE BROKERAGE IS NOT YOUR TYPICAL REAL ESTATE FIRM

Skills acquired in these types of professions can translate into success in real estate sales. If you have ever wanted to work for yourself, now is a great time to seriously consider a career in real estate and join the Moxie Brokerage Group.

Moxie Brokerage Group has led the charge for change in the real estate industry. Using innovative technology, sophisticated business systems and the broad appeal of a lifestyle brand Moxie Brokerage Group embodies the future of the real estate industry while remaining grounded in the tradition of home.

### JOB REQUIREMENTS

We understand that today's consumers are often more selective when choosing a real estate agent. That's why we are seeking professionals who are motivated, career-oriented, self-directed and love working with people. If this description fits you or if you would like to learn more about how Moxie Brokerage Group can help you to launch a real estate career or grow your current one, we would like to hear from you.

### SUMMARY

Responsible for helping clients sell and purchase residential properties.

- Unlimited Earning potential
- Amenity Community New Home Sales Experience
- New York RE License required
- Positive Attitude, High Energy, Professional Demeanor

### PRIMARY RESPONSIBILITIES

- Appraise property or properties using local comparisons.
- Provide financial information and analytical data to the potential buyer or seller.
- Visit and show several sites and explain features of homes.
- Discuss costs of maintaining residence and possible renovations with client.
- Determine best method of purchase and review financials.
- Show property that will be utilized for residential purposes only.
- Seek out acquisition targets and grow book of leads.
- Facilitate acquisition transactions.
- Handle transactions.
- Ensure all paperwork is properly filled out.
- Follow up with legal department to ensure purchase is legal and binding.
- Create and cultivate relationships with buyers and sellers for future purchases and transactions.
- Ensure a property is updated and ready for sale.
- Place properties for sale.
- Have all properties inspected thoroughly and identify possible repairs.
- Act as an intermediary in negotiations between buyers and sellers over property prices and settlement details, and during the closing of sales.
- Compare properties with similar properties to determine fair market price.
- Adjust price if necessary.
- Work with loan officers, attorneys, and agencies to complete purchase.
- Arrange for financing.

***The median gross income of REALTORS® was \$47,700 in 2013, up from \$43,500 in 2012.***

