

Sourcing Agent: Introduction

A BUYER AGENT: Works for the buyer to source and provide the most compatible opportunities for the buyer to consider. Negotiates to get the best deal for the buyer.

TRADITIONAL AGENT: Works for the seller to source buyers for their property and Negotiates to get the best deal for the Seller.

Why You May Need a Sourcing Agent?

- Not enough time to do in depth research for the best opportunities
- If you don't have critical local knowledge, you are likely to be taken advantage of by sellers
- Due to shortage & high demand, most sellers marketed with unjustified price premiums
- Such practices are especially predominant toward foreign buyers
- Want a guiding hand as you start developing your property portfolio

What A Sourcing Agent Does for You?

- Provides you with in depth comparisons on available opportunities tailored to you
- Save you time and allows you to act quicker, which can make a significant difference
- Provide impartial advice of future expectations
- Know how to achieve more successful negotiations
- Can access more properties & networks of off market opportunities
- Provides a central point of call rather than having to manage multiple other selling agents

Sourcing Agent Process:

1. A Sourcing Agent will work with you to establish a brief of your requirements and goals
2. Properties will be sourced, previewed and appraised according to the brief
3. Report and advice on available opportunities will be discussed with you
4. The Sourcing Agent will negotiate on your behalf on any opportunities of interest
5. The Sourcing Agent will oversee the transaction until completion, reducing stress for you

Want to find out more? Contact Us, we will be glad to help!

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