

# An Insider's Guide to Estate Agents in a Recovering Market!

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With the property market showing signs of recovery, learn the tricks of the trade on how to work with estate agents and negotiate the right deal for you! Whether you're looking to get on the ladder, thinking of moving house or looking to become a property investor, G & A Property are available to help you learn the tricks of the trade and make the most of the recovering market.

It is official, the market is back and it's time to start talking to sales-hungry estate agents! Glenn Armstrong is a 49 year-old property millionaire whose portfolio of 193 properties is worth over £30 million. At his company, Glenn has gone on to share his knowledge with would-be investors up and down the country in their dream to become truly financially free; at least 24 of his students are now equity millionaires.

He has the following top tips on how best to deal with estate agents

- The only way to get the very best no brainer deals is to be the buyer/investor an estate agent rings first. So when someone comes into their office and wants to sell their property quickly, you are their first call. It is important that the person you are dealing with knows how to create a deal!
- The best days to call on an estate agent are Tuesday, Wednesday and Thursday's. This is because any good agent will be booked for viewings on Saturdays, and Sundays (if open) and the only person in the office will be the weekend person and as you need to build up a relationship with the hottest agent in the office then weekends are out.
- When walking into an estate agents you need to speak to someone who understands your criteria, those at the back of the office are likely to be office managers and admin staff rather than a senior negotiator. Ask to speak to a senior negotiator who will take your search seriously and present your offer in the best possible light when it comes to making a bid.
- Establish your objective before entering the venue – it is not to walk up to them and say “ I am a cash buyer, I can buy quickly here is my card see you later”, it is to build a rapport with them, the old adage people buy from people is the same when it comes to selling. Chat to the agent for around 20 minutes mainly about the market in general but also about them.
- If you're a home buyer serious about buying a property through a particular agent, make sure you speak to their mortgage consultant, as well as other advisors. If you're an investor, spend some time with those who look after the letting side so you can be confident on the local market and the buy-to-let potential.

It's a fact, most prospective homebuyers and property investors have no idea how to get the best from this lucrative pool of opportunity. With a team on hand with over 26 years of experience working as Estate Agents, G & A Property understand what makes Estate Agents tick. The team is headed up by Mark Penn, who has over 12 years experience in the industry himself. They offer “The Estate Agents day” which is run wherever you are and your property portfolio will be built and hands on help with getting the best deals from the best agents in your area It is essential for all wishing to coax solid below market value offers through their local agents which is invaluable for anyone who has ever visited an estate agent and got little or nothing from the experience.

For more information or to interview Glenn Armstrong about the Estate Agent Day please contact Natalie Whitlock at Full Portion Media on 0845 225 1500 or email [natalie@fullportion.com](mailto:natalie@fullportion.com). Visit <http://www.glennarmstrong.com> for more information.