

Job Summary

Real Estate Team Buyer's Agent at The Stephanie Younger Group | COMPASS – Los Angeles, CA 90045

Who are we:

In 2019, the Stephanie Younger Group helped over 180 individuals and families move. We hosted 25,000 people at our open houses and helped our community with over \$50,000 in donations to local charitable programs. We truly believe that our calling is to help everyone find their place in the world. As one of the top-ten real estate teams in California, we believe in a culture of inclusivity and camaraderie where every individual success is rewarded and supported by the Group. We are committed to skill-based training, performance coaching, and fostering a mindset of continuous improvement. With advertising partnerships at Zillow and a robust digital and print media campaign, we continuously create excellent opportunities for all twenty of our agent team members. As an early believer in Compass, we have been on the forefront of a groundbreaking brokerage technology stack that we have tested and invested in. You will have the resources and systems of a proven real estate system and the mentorship of successful professionals at every stage of your career development.

Who are you:**+ Experienced**

You have at least 18 months of real estate sales experience, an active CA salesperson license, a track record of deal making, commitment to ethics, and competitive team-centric drive for success.

+ Savvy

You can pivot between software and are agile with virtual office technology systems, social media, and CRM systems.

+ Resourceful

You ask questions, are research-oriented. You make investments in your education and adhere to a principle of continuous improvement.

+ Organized

You have exceptional file management, time management and contact management practices.

+ Knowledgeable

You read industry news and understand pricing trends and are comfortable expressing your point of view on real estate with anyone at any time.

+ Passionate

You love helping people find home and stay in touch with your clients post-closing. To you, the true joy of real estate is helping change people's lives.

Responsibilities of a Stephanie Younger Group Agent:

- Manage multiple leads from various sources, often with many different time frames and price points
- Convert leads from the initial outreach to appointment set to client
- Study available inventory to identify those that meet buyer's criteria
- Complete detailed market analysis to properly assist buyer's in understanding purchase opportunities
- Write & negotiate residential purchase contracts
- Collect and analyze property inspection reports to properly assess condition with your client
- Provide exceptional client service to all parties, all the time
- Demonstrate prompt in-person and virtual communication to engage with all leads, contacts, and your network
- Must always view professionalism as a top priority and understand the ethics of a REALTOR and principles of the Stephanie Younger Group
- Hold open houses/showings, master prospecting, and have a commitment to improving the community

Education:

- High school
- College/ University (preferred, but not required)

Experience:

- At least 18 months of real estate sales experience

License:

- CA Real Estate License in good standing

Compensation:

- 100% Commission
- No desk fees, leads provided
- Independent Contractor

Work Location:

- Office is located in Westchester, Los Angeles, 90045, but team operates remotely due to Covid-19

This Position is Ideal for Someone Who is:

- Dependable -- more reliable than spontaneous
- People-oriented -- enjoys interacting with people and negotiating wins for all sides
- Adaptable/flexible -- enjoys doing work that requires a bias for action
- Detail-oriented -- loves analyzing contracts and looking for pitfalls and opportunities

- Achievement-oriented -- enjoys competing against one's self to achieve growth
- Autonomous – motivated self-starter who enjoys working with little direction
- Teaching-mindset – loves to share their best practices, case studies with a group