

client

information pack



key >> **asset**
MANAGE | LEASE | MAINTAIN | SELL



Get the most from your asset. Take the pain out of selling.

**At Key Asset Management we
don't just sell property**

- we deliver a premium purchase price.

Our team tailors their style to meet the individual requirements of your sale. This includes marketing each property in a unique way, drawing on our experience and expertise to create the right strategy, and negotiating with all parties until the deal is done.



Our sales strategy

Our agents are constantly refining their negotiation skills to ensure a successful sales process.

1 The right kind of PR

Smart marketing isn't just about buying ads in digital and print publications. Our team will listen to your selling goals and target your audience in a range of creative ways.

2 Getting people through the door

Creating the right environment during inspections can often be the difference between your property achieving 'dream home' status - the kind with which buyers fight and spend with fervor - and being relegated to second or third choice.

Presentation is everything and the way your place looks and feels can significantly drive its purchase price. Our team is meticulous when it comes to ensuring no details are overlooked.

3 Service and negotiation

Every one of our agents is committed to achieving the true market value for your property. We believe that a fair and accurate appraisal is critical to generating the right interest. What's more, our agents are constantly refining their negotiation skills to ensure a successful sales process.

The Key Asset edge

Not to bang our own hammer or anything, but if agents were houses, ours would be one of those tricked out smart homes with biometric security systems, a light-filled kitchen/dining space and a landscaped pool in the back.

Our background in asset management has given us a unique ability to understand property values. We know what people love about a home, what stirs emotions and generates a connection with a place. We also know which features to downplay when it comes to creating something with appeal.



Meet the team

Our small but powerful team has decades of industry experience and a range of accolades between them. Each of our agents, managers and support staff puts service first and participates in ongoing training in negotiation, compliance and best practice.

Dimitri Markessinis will take the lead on all new sales. Dimitri has more than 30 years experience in the real estate industry and has won multiple sales and business development awards, including Top 10 Metropolitan Salesperson twelve years running.

Get in touch

We'd love to hear from you! Give us a call to organise an initial chat or free appraisal with one of our dedicated team.

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