



Robert K. Ace Jr. Construction, LLC
HOMES & REMODELING
HIC PA006688

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ATTENTION LICENSED REAL ESTATE AGENTS

- Having trouble finding a home for your buyer...? The inventory of existing homes for sale are at historic lows.
 - As of February 2022, the Pocono Mountain MLS had less than 500 residential listings ¹
 - The average house spends only 53 days on the market. ²
 - Listings in premium markets are often sold before the home is listed.
 - Home buyers are willing to waive contingencies and even buy house sight unseen, putting your reputation at risk.
- Tired of losing out in a bidding war? The pandemic has created more competition for existing homes than ever.
 - Buyers can expect to pay 100% of the seller's asking price in Monroe County. ³
 - Sometimes a full price offer won't even get your foot in the door.
- It's only going to get worse.
 - "The uptick in mortgage rates is likely fueling more bidding wars in the short term because house hunters are rushing to buy homes before rates rise even further," said Redfin chief economist Daryl Fairweather. ⁴
 - Not only are home prices incredibly hot, up over 11% year over year, according to the S&P Case-Shiller home price index, but rents are also rising fast. ⁴

If you are tired of struggling to buy and sell homes in the existing real estate market, why not join the new home construction sales team at Robert K. Ace Jr. Construction! This is the opportunity that you have been waiting for. Flip this page over to see what we have to offer.

1. <https://my.flexmls.com/poconomountainrealestateinc>
2. <https://poconorealtors.com/market-data-and-news/statistics/>
3. <https://www.foxroach.com/monroe-county-pa-real-estate-market>
4. <https://www.cnn.com/2021/04/05/competitive-housing-market-squeezing-real-estate-brokers.html>

Sales Representative Opportunity

Full Job Description:

Robert K Ace Jr. Construction, LLC is an established and expanding Home Builder and Remodeling Company servicing the Pocono Mountain and Greater Lehigh Valley Regions. We are seeking experienced and licensed realtors to join our new home construction sales team where you will manage all aspects of selling new home construction.

Job details:

Independent Contractor – 1099
Commission
Full-time
Part-time

What You'll get:

- Generous commission with unlimited earning potential
- Broker provided leads
- Company website with you and your listings featured
- Client Relationship Management (CRM)
- Signage
- A flexible schedule – work full time or part time – make your own hours
- Work in a team atmosphere where everyone treats one another as a family
- Administrative support
- Extensive marketing of your listings (Multiple MLS, Social Media, Print, Referrals Web Searches, radio, outdoor ads, and more)
- Dedicated office space with no fees.
- Office hardware with no fees

Skills:

- Ability to work independently combined with excellent interpersonal skills
- Strong sales, negotiation, and communication skills and the ability to network to build your business
- Must be tech savvy and be able to adapt to new and changing software platforms. MS Office familiarity
- Organizes and manages time effectively to maintain control over your personal and professional growth
- Good customer services skills
- Pleasant and trustworthy
- Have a strong work ethic, high integrity, and a desire to be successful

Responsibilities:

- Determine clients' needs, wishes and financial abilities and propose solutions that suit them
- Facilitate negotiations, consult clients on market conditions, prices, mortgages, legal requirements, and related matters, ensuring a fair and honest dealing
- Communicate with appraisers, escrow companies, lenders, and home inspectors and others so ensure the process progresses smoothly
- Maintain a strong sales pipeline aided by consistent communication
- Promote sales through advertisements, open houses, and listing services
- Successfully maintain a lead generation database and CRM to increase sales and create new client relationships.
- Assist buyers in marketing and purchasing property for the right price and the best possible terms
- Perform comparative market analysis to estimate properties' value
- Prepare necessary real estate and contract paperwork
- Price, stage and market homes new home designs to help attract potential buyers quickly
- Develop and maintain a network of industry professionals to achieve the best experience for your clients
- Remain knowledgeable about real estate markets and best practices

This is not a salaried position. Your income is entirely commission-based and provides unlimited potential. A state accredited real estate license is required before you practice real estate. If you are interested in joining our team, please provide your information to Cheryl at 570-420-9908 so we can follow up with you.