

Unidad 5

LECCIÓN 1: COMERCIALIZACION DE INMUEBLES

Conseguir un comprador para una propiedad, que esté dispuesto a pagar el precio justo, no se logra en un abrir y cerrar de ojos. Por ello es necesario crear una estrategia de difusión para dar a conocer dicha propiedad a la mayor cantidad de personas, proceso que podría tardar días, semanas o meses.

Como Corredor de Propiedades su deber es conseguir una negociación en el menor tiempo posible, asegurándose antes que el inmueble tenga relación con precio y calidad. A continuación enumeraremos técnicas de comercialización de propiedades.

a) **Definir un valor justo.** Asesore al propietario del inmueble. El precio de una vivienda es el factor más importante durante el proceso de venta. Si una propiedad tiene un valor por encima del estándar, lo más probable es que tardará en lograr venderla. Por lo tanto, es importante fijar el precio de la propiedad basándose en su valor en el mercado real. Puede solicitar la ayuda de un tasador inmobiliario.

b) **Papeles de la propiedad en regla.** Debe asegurarse que el propietario tiene todos los papeles de la propiedad en regla (título de propiedad, planos, etc.) para no tener sorpresas desagradables a la hora de cerrar un negocio. Este aspecto es indispensable para la reputación de un Corredor de Propiedades puesto que un imprevisto así podría hacerle perder una oportunidad de venta.

c) **Una imagen dice más que mil palabras.** No se trata de mentir sobre una propiedad pero siendo un Corredor de Propiedades puede identificar cómo sacarle el mejor ángulo a hora de tomar fotos. Algunos de los tips para relucir una propiedad podrían ser: hacer una captura de la fachada con un día despejado tomando en cuenta si posee o no jardín, el interior del inmueble debe estar limpio y ordenado.

d) **Propaganda en medios impresos.** Uno de los recursos más utilizados a la hora de buscar interesados para una propiedad son los medios de comunicación impresos. De ellos los más utilizados son:

- Anuncios clasificados en diarios. Este tipo de avisos suelen ser muy efectivos los fines de semana (Ej: Clasificados de El Mercurio), pero por su costo los anunciantes acostumbra a incluir muy pocas palabras y descripciones, por lo que pueden recibir cientos de llamadas de personas solicitando más información pero que finalmente no concretan ninguna visita.
- Aviso en la propiedad. Se trata de colocar un cartel en un lugar visible de la propiedad hacia el exterior con las leyendas "SE VENDE" o "SE ARRIENDA" agregando los datos para que lo contacten.

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