



# liveability



## Your way to stand out

The Liveability Proptech and training course enable residential sales agents and property managers to simply and effectively identify up to 17 additional Liveability Features and integrate these into their normal appraisal process in an effective and systematic way.

Complete online and in your own time.

Cost \$399 Inc GST

### DEMAND

Recent research shows

## 89%

of consumers said that they would find a home more attractive if these features were identified at point of sale or lease

### KNOWLEDGE

Identify

## 17 Things

The 17 Liveability Features in property and know why they are important to running cost and comfort potential

### APPRAISE

Utilise our Liveability appraisal Proptech

## 5 Minutes

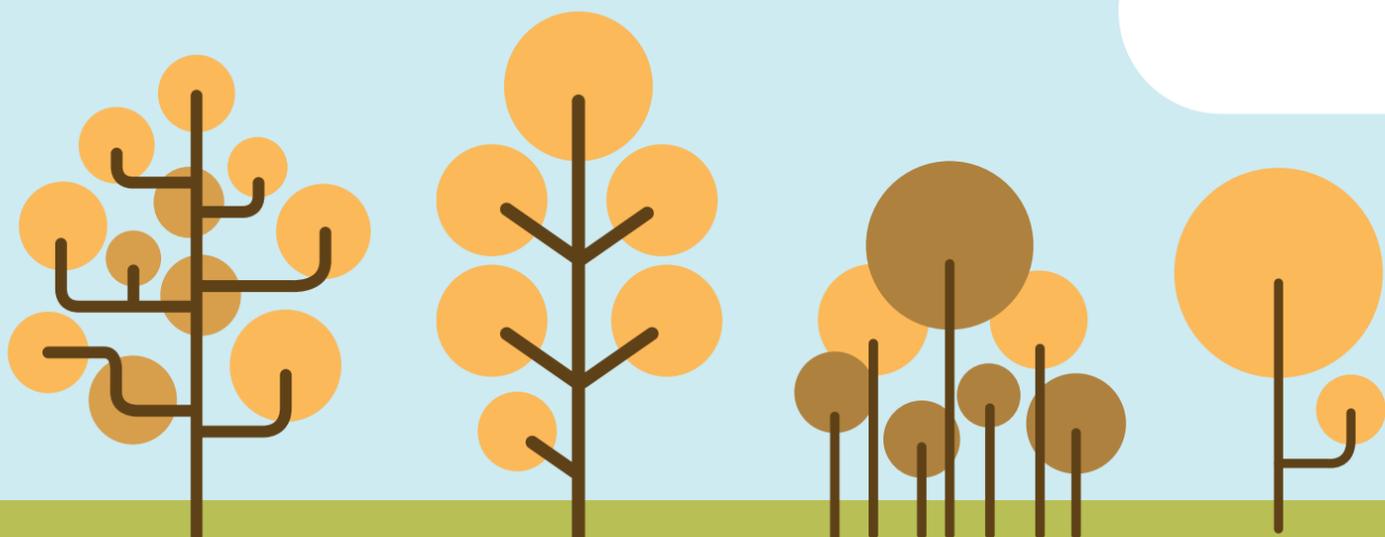
to demonstrate your point of difference and value to vendors

### MARKET

Utilise a full suite of

## Hundreds

of marketing assets to communicate your knowledge



# Up-skill and stay relevant

In recent research, general real estate agents were rated lower in trust rankings than agents with specialist knowledge in energy, lifestyle, comfort and design.

## What you will learn in this course:

- Understand the new property consumers needs
- Identify the 17 Liveability Features in property and know why they are important to running cost and comfort potential
- Leverage the new “sweet spot” for homes in your market: health, efficiency, comfort, community
- Learn how to use the Liveability Proptech in your appraisals and deliver better property insights
- Recognise the 6 Liveability customer profiles
- Learn the power of active listening and the language of Liveability to catalyse your opportunities
- Appraise and list properties with these features and market them effectively at point of sale or rent
- Access to ongoing support and the exclusive Liveability listing resources and trademarks

## What people are saying:

“This program is an amazingly innovative initiative with the capacity to effect change on people’s lives – through their homes, and through their investments. This initiative has engaged many partners and the engagement results from their training courses are outstanding.”

Banksia Foundation Award for Education

“Informative and thought-provoking training that adds an exciting dimension to appraising property and will set an agent apart in this competitive industry”

Deb Frinke

Sales Agent

References:

[tinyurl.com/h0kp2nwg](https://tinyurl.com/h0kp2nwg)

[tinyurl.com/cy73fg3p](https://tinyurl.com/cy73fg3p)