Oak & Stone Images

Professional Real Estate and Commercial Imaging

Why a Professional Real Estate Photographer is an Asset, Not a Cost



According to the old adage, you never get a second chance to make a first impression. This means, that since 92% (NAR, 2015) of your potential clients first impression of your property, will come through the photos that they see online. If those photos are less than professional, a potential buyer may just click on by. A professional real estate photographer knows how to draw in the potential buyer by making the property look as appealing as possible. They understand that the more people that they can draw in, the easier it will be for you to make the sale. Realtors who use professional photographers sell homes 32% (VTH Studios, 2014) faster than with sub-standard photos. When you can sell a home in less time based on more traffic from photos, then the choice of using professional real estate photos is an asset and not a cost.

Here are some questions to ask yourself about the professionalism of your photographer

- Are they an extension of you? Do they take the time you understand your needs, and how you work. Do they show up on time, conduct themselves professionally, and deliver a high-quality product in a timely manner?
- Do they work with your schedule? Do they understand that your market is fluid and things change. The landscaper didn't show up, the owner didn't clean the house the way they were asked to, the painter didn't finish on time. Do they add to your problems by getting upset, or do they work with you to provide you with the service that you need?
- Do they understand that they are presenting a series of photographs that tell a story to the potential buyer? Do they have the talent and experience to tell that story and that the story is what will draw your perfect buyer in.
- Do they take up a lot of time "spraying and praying" to get a lot of shots so that they have enough to give you good ones, or do they not waste time by taking unnecessary shots. They come in with a plan, get the needed shots and get out.

Let us help you to "Sell It, Before You Even Show It""

For more information how to spot problems with your photographs, as well as tips on hiring the best professional photographer, check out our resources page at www.OakAndStoneImages.com/resources. Or better yet, give me a call to see how we can help.

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