

Century 21 NY Metro Hosts Chinese Delegates From Century 21 China

Century 21 NY Metro was host to over 40 real estate professionals from Century 21 offices all over China, lead by Bill Hunt, president, Century 21 China. This visit coincided with the Century 21 International Conference held in Orlando this year and included visits to offices in Hawaii, Las Vegas, Washington, DC, Philadelphia, and finally New York City. The visit to the New York City office was part of an effort to expose Chinese agents to one of the most interesting and dynamic real estate markets in the world. Agents all over China are eager to form a relationship with the New York City office to share ideas regarding technology, marketing, business development, and investments.

The C21NYC office has become an invaluable resource to the Chinese agents in over 1,275 offices in 48 different cities throughout China by providing access to new development projects suitable for the growing investor base of Chinese with disposable income. Other projects include the marketing of luxury properties in Beijing available for rental during the upcoming Summer Olympic Games.

Topics discussed were pricing, the New York City market, new developments, neighborhoods, the number of agents vs. the number of transactions, salary, and commission structure.

