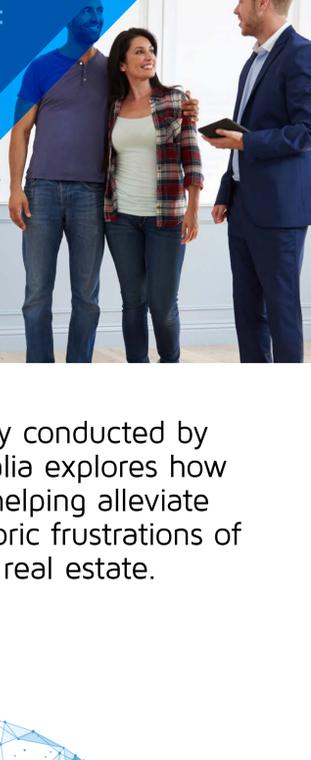


# Faster, mobile and streamlined: The future of real estate



A recent survey conducted by DocuSign Australia explores how technology is helping alleviate some of the historic frustrations of working in real estate.

## FRUSTRATION 1

### OFFICE VS ROAD

Real estate agents are in a constant battle between being on the road and in the office.

**Time & efficiency**  
a casualty of the process



**43%**

of agents spend more than half their week out of the office

Yet, many don't have the tools to be an effective mobile agent:

**22%**

don't have the tech to complete many aspects of their work online



**67%**

say many processes are still paper-based

## THE MODERN AGENT

**"66% BELIEVE REAL ESTATE AGENTS SHOULD BE EMBRACING DOCUMENT AUTOMATION TECHNOLOGY TO BE SUCCESSFUL IN TODAY'S MARKET."**

## FRUSTRATION 2

### A CLUNKY AGREEMENT PROCESS

**18%**

have seen a sale fall through because they couldn't get a paper agreement signed



The most time consuming part of the agreement exchange process:



**1**

Clients not having access to printers and scanners at home



**2**

Phoning all parties involved to chase signatures, or discuss questions and amendments



**3**

Clients querying details and making changes to contracts

For **62%**, it takes one whole day or more to complete a contract exchange – from start to finish

**64%**

find the entire process somewhat stressful



## PINPOINT VISIBILITY

**"WE NOW KNOW WITH CERTAINTY WHEN AN AGREEMENT HAS BEEN OPENED SO WE CAN BE MORE PROACTIVE IN FOLLOWING UP AND SEEING WHETHER TENANTS WILL SIGN."**

– EMMA SLAPE, CHIEF EXECUTIVE OFFICER, TURNER REAL ESTATE



## THE GIFT OF TIME

If you could complete the contract agreement process faster, how would you spend the time saved?  
Our survey respondents said:



Servicing other clients

**79%**



Attracting new clients

**72%**



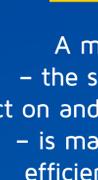
Achieving a better work/life balance

**64%**



Researching better ways to conduct business

**47%**



Completing professional development training

**41%**

## CLOSE DEALS FASTER

A modern System of Agreement – the system you use to prepare, sign, act on and manage agreements electronically – is making real estate processes more efficient and agents more productive.

Of those surveyed,

**58%**

use electronic signatures to streamline the process of selling and renting property

They enjoy some big benefits:



More time to spend prospecting and selling

**54%**



A better work/life balance

**36%**



Agents are able to manage more sales

**10%**

**PLUS, THE USE OF ELECTRONIC SIGNATURES HAS CONTRIBUTED TO AN INCREASE IN BUSINESS:**



## A GAME CHANGER

**"THE INCREASED SPEED AT WHICH WE'RE GETTING CONTRACTS BACK IS A GAME CHANGER. WE HAVE MUCH MORE TIME TO SPEND WITH CUSTOMERS AND IT'S HELPING US EASILY GO FROM 180 TO 300 SALES A YEAR."**

– TOM HECTOR, CO-OWNER AND PROPERTY CONSULTANT, HARRIS REAL ESTATE

**Be faster, mobile and streamlined**

Learn how you can work anywhere, centralise all of your real estate documents and simplify transactions from end-to-end. Learn more about DocuSign for Real Estate.

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For more insights into how real estate agents can use technology to claw back more time and efficiency, download the ebook.