

TOP AGENT

MAGAZINE



VON
BARNES

With a lifelong love of real estate and a father who was a successful agent, it comes as no surprise that Von Barnes is a leader in the industry. She began purchasing and selling properties with her husband, which turned into helping friends and family with their real estate decisions. “I realized I could make some money by having a career in real estate, so it really just evolved from there.” says Von.

The leader of the Von Barnes team at Calibre Real Estate, Von and colleagues are happy to travel all over Brisbane to serve their clients, whether that means selling a two hundred thousand dollar home or a multi-million dollar home. “I’m in the business to help as many people as I can, so I’m happy to go wherever that takes me,” Von stated cheerfully.

Caring for her clients is just one of the aspects at the forefront of her business philosophy and Von works hard to ensure all parties are happy at the end of every transaction. “It’s our character to nurture our clients, to build trust and truly care about them, and the other people we work with, too,” Von says. “When I sell a house, of course it’s important that the sellers rave about me in the end, but the buyers have to rave about me, too.”

VON BARNES





Although building and maintaining relationships is a huge part of the business, make no mistake; Von puts her expert negotiating skills to work when working with her buyers. “We’re very high-energy and put a lot of effort into what we do,” says Von. “Our goal is to exceed our clients’

expectations; they’re always happy with our enthusiasm and determination to get the price they wanted, while treating the process with dignity. There’s no maliciousness or unkindness in anything we do.” With the knowledge and experience the team possesses, they boast a 99% referral

base for their business. “Nearly all of our listings are by personal recommendations; that’s important to us because it means we have 100% of our clients’ trust.”

Von speaks very highly of the other agents on her team. “Our motto is simply to be kind, and they all have beautiful hearts. We are women of our word; if we say we’re going to do something, we do it. We work very well together,” says Von. Indeed, the team aspect has worked to their clients’ benefit, as well. With a full-time concierge, buyer’s agent, and marketing coordinator, clients will never be in the dark about what is taking place at any moment. “When we list a property, the sellers don’t



just have one person working for them – they’ve got a whole team behind them. It’s reassuring and they feel safe, secure, and confident when giving us their home to sell.”

In addition to leading a successful team, Von is also dedicated to supporting SIDS and Kids and has done



so for the last 15 years. She participates in Red Nose Day and provides emotional support to families who have lost a child to SIDS. In her spare time, Von enjoys spending quality time with her friends and family, reading, and cooking and entertaining.

As for future plans for her business, Von simply strives to be the best at

what she does. “I got into real estate to be more than just a sales agent. I want to do more and I want to be an agent who can lead and define this industry well, while continuing to serve my clientele to the best of my ability,” Von says. “I love people and I’m passionate about property. My greatest reward is knowing my clients are happy because we’ve done a great job. Not a good job, but a great job.”

For more information about Von Barnes of Calibre Real Estate, please visit calibrerealestate.com.au, call 0409 481 594 or email von.barnes@calibrerealestate.com.au