

The Art of Selling Your Trail Book

Prices of trail books have never been this high. With upside demand and high multiples for quality books, the market is hotter than ever.





Unprecedented Prices

Buyer interest is surging, creating strong demand for quality trail books and a prime seller's market



Upside Demand

Surging buyer interest has created a seller's market, with strong demand for quality trail books.



Record Sales Achieved

Trailblazer Finance has achieved record sales recently, with a database of ready, funded buyers ensuring serious offers for your book.



Excitement from Buyers

Buyers who missed out before are eager to purchase, fueling competition and driving up your book's value with multiple bids.

Why is now the best time to sell?

In the mortgage broking world, selling a trail book can be a lucrative opportunity, and right now, the **market is hotter** than ever.

If you've been considering selling, now is the perfect time.

Key tips for sellers

What strategies have savvy sellers used to secure top prices?

Maintain Accurate Records



Buyers value solid data. Detailed records of refinances, client interactions, and loan performance demonstrate long-term strategies, helping you secure a higher price.

Ensure a Smooth Transition



Offering a transition period helps the buyer manage relationships, not just loans, adding significant value.

Present Strong Analytics



Use analytics to create clear visual reports showcasing your trail book's strength. A data-driven presentation increases buyer confidence.

Be Transparent



Honesty is essential in selling. Buyers will uncover any red flags, so it's better to disclose them upfront and build trust.

Build Strong Client Relationships



Buyers value loyalty. Regular client contact and building lasting relationships and increases value.

Focus on Client Retention



A loyal client base adds value. Investing in retention efforts, such as a dedicated team, makes your book more attractive to buyers.

How Trailblazer Finance can help ?

Selling a trail book is complex, but we can guide you through every step.

01



**Conduct a
Valuation**

02



**Advertise in
Market Place**

03



**Manage
Bidders**

04



**Negotiate
Final Deal**

05



**Manage Final
Contracts**

Enquiry to see how we
can help you:



1300 139 003

info@trailblazerfinance.com.au

www.trailblazerfinance.com.au



**Broker Finance.
Simplified & Solved.**