



### Claude Shepherd

**Rural Sales Consultant, Barfoot & Thompson Kerikeri**

- #1 Individual Salesperson, Northland Region, to end March 2024
- Top Salesperson, Kerikeri Branch, to end March 2024
- Top Salesperson, Kerikeri Branch, 6 months ending September 2023
- #1 Individual Salesperson, Northland Region, 6 months ending September 2023
- #3 Individual Salesperson Overall, 6 months ending September 2023
- #2 Individual Salesperson, to end March 2023
- #2 Rural/Lifestyle Salesperson, to end March 2023
- Top Salesperson, Kerikeri Branch, to end March 2023

**With 18 years experience in rural real estate sales and more than 23 years dairy farming, Claude is the natural choice for vendors and purchasers who want an agent who understands them and their business, and who also knows the true value of the properties he is selling.**

“As a former farmer, my strong knowledge of soils, climate and productivity gives confidence to vendors and purchasers that they are in good hands and getting the right information,” says Claude. “I like talking with purchasers about their needs and then matching them with the best properties.”

Covering the Northland region, Claude spends most of his time on the road, assessing properties and speaking with farmers and others in the sector.

His focus is properties that are at least 40 hectares, including large-scale dairy, beef, horticulture, and forestry operations.

Claude’s extensive network includes rural lenders and farm advisors, whom he speaks with regularly about upcoming sales and market trends.

Through the NZ Realtors Network, too, Claude has robust relationships with key agents in different parts of the country, especially McDonald Real Estate in Taranaki and Property Brokers nationwide.

“I believe the Network’s connections are as strong, if not stronger, than some of the national firms. The Network’s combined market presence is formidable, and our experience means we know how to handle potentially contentious sales and acquisitions with discretion. Referrals also flow through the network, helping match people with properties more quickly.”

Looking ahead, Claude sees considerable scope for NZ Realtors Network’s rural sales experts to collaborate on developments in the sector, considering political and economic factors.

