

Dare to Compare! Are they the **ONE**?

When choosing the agent to sell your most valuable asset, if not, one of your most valuable assets, you want to be sure you are choosing the most skilled person for the job. So we have put together a short list of some questions that will help you get the answers you need to make an informed decision!

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How many listings do you have?

How many listings have you actually sold personally in the last month or two?

(A lot of agents will tend to pool the office results and try and pass them off as their own. They'll also pool market place reports together that have other agents or their agency's results in there)

So you really want to ask – what have they done personally?

What are your fees?

Ask them to reduce their fees.

(A good agent will know their worth and they can protect their fee position. If they can't protect their fee position well... how are they going to be able to protect your list price or sale price? An agent who throws discount fees at you, is an agent who is also throwing discounted prices at the potential buyer of your home.)

Call the agent after hours and ask questions about one of their own listings?

Did the agent pick up their phone? YES / NO

If NO, leave a message to return your call about the property.

What was their call back response time?

Within 30 mins 1 hour 1 – 2 hours 4 hours

1 day 2 days 1 week never

Send an Internet buyer enquiry to the agent on a property & see, not only how long it takes, but also if they get back to you at all.



Questions to Ask After The First Home Visit

What support is there in the office?

How many other agents work with this agent. How many will be working on your home?

What's their suggested selling strategy?

Are they recommending auction or with a price?

What advertising options do they have access to?

Talk about your time line and see what they can do to fit in with that.

Ask them about comparable sales they know of?

What support do they have?

Do they have a Personal assistant?

How much admin do they have?

What strategies would they be suggesting for your home?

Why should I list with you?

