



June 2021

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5 Questions to ask before hiring a real estate agent

When a salesperson comes to your home and compliments you on every single aspect, it is easy to get swept up in the moment and sign a contract without asking the right questions first.

1. Are you trying to 'buy' my listing?

Some agents are notorious for offering an above-market appraisal figure to essentially 'buy' your business, only to risk disappointing you later. During the interview, ask: "What recent sales are you comparing my home with to arrive at your appraisal range?" Their estimate should be based on market facts.

2. What level of personal service will you be providing?

It is important to find out if your chosen agent will be handling your listing personally or will they be delegating the responsibility to someone else on their team. Ask "how often will I hear from you and what progress reports will you provide?"

3. What marketing process do you recommend and why?

When it comes to selling your home, marketing is everything. The more viewers you can get to your property from day one the better. Hiring a digitally savvy agent can make the world of difference to increasing your chances of securing a premium price.

4. What is your company's policy on working in with other agencies?

Some agents will refuse to work with buyers affiliated with different agencies meaning that you could miss out on buyers who could leverage the selling price of your property. Asking about the agent's policy on

doing a conjunctional (sharing their commission) with other companies will help you to gauge whether an agent truly has your best interests at heart.

5. What is your personal success rate?

Ask what percentage of the agent's properties have sold under the hammer. If a property did not sell, what was the reason and how long did it take the agent to negotiate an offer. You need to find out about the agent's abilities beforehand to ensure that they can secure a great deal for you.