

"Injustice anywhere is a threat to justice everywhere."

Martin Luther King Jr

HOW TO CHECK IF THE AGENT IS REALLY ON YOUR SIDE

Real estate agents often have trouble remembering who actually pays them when they sell a property.

One way to help in choosing your agent is to "mystery shop" the agents you are considering using. Enquire about the homes the agent has for sale by phone, email or in person and see if the agent is loyal to the sellers.

Ask a few simple questions to do with how long the property has been for sale, why they are selling and how negotiable they are.

You can quite easily discover whether the agent is protecting their clients or betraying them. If you are already signed up with an agent, ask a friend to mystery shop on your behalf.

Be prepared though as you may be shocked at what you discover.

Home sellers need to remember that even though they have the final say as to "selling" the property, they are relying on the agent to negotiate the highest possible price for them.

Just as a solicitor clearly represents and protects you, the same with a good agent. A little bit of research before you appoint an agent can mean thousands more dollars in your pocket when you sell.

For most Australians, their home is their biggest financial asset and it is so important to take extreme care when appointing someone to handle the sale of it. Financial security that has taken years to accumulate deserves the utmost care and protection.

Not many people give their best friends the keys to their home yet many willingly hand them over to an agent who is a virtual stranger.

Our recommendation is to take your time and choose your agent carefully. A little bit of research can make a huge difference.

And remember, "Don't Sign Anything" unless you are certain you are safe.



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