

# CHOOSE AN AGENT YOU CAN TRUST

Some points to consider when finding a good agent:

- **Choose Skill, Not Opinions** - Be very careful that you do not choose the agent who tells the biggest lie about how much 'you will get' for your property. This is called 'buying the business'. Unless the agent is prepared to buy your property, their opinion is secondary.
- **Choose Skill, Not Cheapest** - Cheap agents get cheap prices. Be careful choosing an agent purely based on their fees. If an agent gives their own money away that easily, what do you think they will do with your money?
- **Choose Negotiation Skill** - Poor negotiators can cost you a lot of money. Ask your agent to PROVE their negotiation ability to you. Most won't be able to do so. These are the agents you should avoid.
- **Choose An Agent That Has Buyers Waiting** - The best agents have up to date buyer databases. Insist on an agent who keeps detailed and accurate records of genuine buyers. One of these buyers may be perfect for your property.

If you would like more information or a free copy of 'How to get the Highest Price for your Property' booklet, please contact our office..

***From the team at Roger Loughnan Real Estate we wish you a safe and happy festive season!***

## TESTIMONIALS

### GENUINE LOCAL AGENT

*We purchased our land through Roger. From our first meeting he listened to what we wanted and did not waste our time. He, and his business partner Monica, were available to show us land till we located the perfect block. They ensured we had access when required till we made our decision. He assisted us through the process of purchasing and patiently answered our questions. Being local is an added bonus, as he is a wealth of information which he gladly passes on. Even after settlement he has continued to be available to answer our queries and provide local advice. Roger is approachable, genuine, knowledgeable, professional and local. We would highly recommend him.*

***Review submitted by M Annandale & C Johnson (Buyers) - Dulong School Rd, Dulong - 27 October 2023***



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*'people  
who care'*

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