

MISTAKE 1

NO GUARANTEE

Avoid agents who do not offer a GENUINE Guarantee.

All agents will ask you to sign an agreement before you sell your property. But remember that you are being asked to sign their agreement. Many sellers bitterly regret signing that agreement with the agent. The solution is simple: If they want you to sign their agreement, you must insist that they sign your guarantee first. Just say to the agent,

Home Sellers' PROTECTION GUARANTEE

Name of Owner/s ("the sellers"); _____

Address of Property for Sale ("the property"); _____

Name of Agency ("the agent"); Cox Partners Estate Agents of Napier

1. Selling Price Quote

The agent estimates the probable selling price of the property is likely to be between:

\$ _____ and \$ _____

minimum maximum

If the property sells below the minimum price quoted (above) the amount of the selling fee payable to the agent (refer 2 below) shall be determined by the sellers, in consultation with the agent.

2. Fees and Expenses

The selling fee is calculated as 3.98% of the selling price up to \$300,000 and 1.98% thereafter, plus GST.

The selling fee including GST at the (above) selling price quote will be between:

\$ _____ and \$ _____

minimum maximum

If, once the agent has found a suitable buyer, these fees are changed for any reason any adjustment must be confirmed by the agent in writing prior to the sellers signing a legally binding contract for the sale of the property.

All fees and expenses claimed by the agent are only payable once a sale has been legally effected.

3. Period of Agreement

The period of the Agent's agreement will be _____ days, commencing on _____

If the sellers wish to extend the agreement at the expiration of the period, they can do so at their discretion.

4. Cancellation of Agreement

The sellers will have the right to cancel the agent's agreement if the sellers are not satisfied with the performance of the agent - provided that the sellers give the agent seven days to rectify any concerns. If the sellers concerns are rectified, the agreement will continue. Should the sellers decide to withdraw the property from sale, there will be no charges payable by the sellers to the agent.

"I will not sign your agreement until you sign my guarantee."

And your Guarantee is the Real Estate Consumer Protection Guarantee for Home-Sellers, designed following consultation with a legal team and advocates who are committed to increased consumer protection in real estate.

Until increased consumer legislation comes into effect, you are welcome to use the Real Estate Consumer Protection Guarantee for Home-Sellers without cost or obligation. This Guarantee can be used with any agent.

The best agents will gladly GUARANTEE their services.