

MISTAKE 5

CHOOSING A HIGH QUOTING AGENT



Some agents tell lies to win your business.

Be very careful that you do not choose the agent who tells you the biggest lie about the sale price of your property. This is called “buying your business”.

Also, be wary of agents who try to talk you into auction by telling you stories of incredible prices. This is a common trick. If you choose an agent based on the selling price they quote you, you may be badly disappointed.

If you suspect that an agent is attempting to “buy” your business with an over estimated sale price estimate, insist they give you their estimate in writing. Insist, also, that they charge you nothing if they sell for less than the price they estimated. This will identify the agents who are enticing you with false quotes.