

Which?

Questions to ask estate agents



You should invite a few different estate agents round to value your home, and ask the following questions to help you decide which company to use.

- How much do you think my property is worth and what asking price would you suggest?
- Have you sold properties similar to mine recently - and if so, how quickly and how much for?
- How many buyers have you got looking in my price range?
- Do you vet buyers to check their situations and affordability?
- Where will you advertise my property?
- Will you pay for featured listings on property portals?
- Is there anything I should do/change about the property before listing it?
- What would you emphasise to buyers when showing them around?
- Will you accompany buyers on all the viewings?
- Do you do weekend and evening viewings?
- Will it be you selling my property, or a different member of the team?
- How will you follow up with prospective buyers after they've viewed the property?
- Can I track viewings and feedback on your website?
- What is your fee, and is it negotiable?
- What are the tie-in and notice periods?
- How much would you charge for an energy performance certificate?
- What estate agency qualifications have you/your staff got?
- Which redress scheme do you belong to?
- Can I see a copy of your terms and conditions?

Your notes: