



## **Estate Agent - Advice 7**

### **Designed for information**

*The following details is to be viewed as a help assistant to all readers, lots of items are widely known and some may help you in making the correct and wise movements. House moving / selling / buying can be viewed as being a very stressful experience.*

*Please view the following details as help and not us trying to sell you anything i.e. free advice*

**Feedback:** Please email us if you find the below information of great benefit + if you have used the idea, also tell us the results as feedback is paramount to all businesses - [Best of Luck](#)

## **Selecting an Agent**

Created by: [www.ukexhibition.co.uk](http://www.ukexhibition.co.uk)

When you consider buying a property either commercial or residential your first thought will be "let's go and view the local estate agent window" the question is which estate agent?

### **Living locally:**

If you are planning to purchase within your own local area, you will be pleased to hear that estate agents have a habit of being located in the same street so the walking between branches is a possibility.

Another option is the local paper as the majority of agents list each week also the internet is a very good option as the majority of up to date quality websites.

If the property is not listed then mention to the agent that you are looking for a certain property and they will place you on their mailing list - Make sure you specify your price range and type of property plus ideal area otherwise you will be inundated with properties.

### **Living out of your selected area:**

So you are moving areas, the best advice is to contact the local newspaper to supply you with a last week's issue, this will supply you a good idea of what is available plus the average price bracket. Another option is websites; search for estate agent in "your area" and this will reveal lots of local websites. Tip: Right you like the price and you like

what you can get for your money, how about a weekend visit, this will rule out locations and save you lots of time.

### **Estate Agents:**

These people are there to help you, so use them, exploit them, they know the area and you don't, they have first hand knowledge of the up and coming areas, you don't, quiz them closely they will also tell you where to avoid (good one's will) they can help you find your ideal property - Tip: They want to help you as they want your recommendations and possibly your services in the future when you come to sell - Experience buyers tend to use the same estate agent when they come to sell so if the service given is excellent, then who will you utilise when coming to sell?

### **Reputable agents:**

Are they members of:

- National Association of Estate Agents (NAEA)
- Ombudsman for Estate Agents (OEA)
- Royal Institute of Chartered Surveyors (RICS)
- This simple check will give you peace of mind

### **Legal Rights:**

Estate Agents acting for sellers don't have to reveal defects in a property; they do have to answer buyers' direct questions accurately. If false information is given you might have a claim against the estate agent under the Property Misdescriptions Act.

Estate Agents must pass on your offer promptly and can't hold back your offer simply because you don't want to use their other facilities i.e. arranging mortgage.

Estate Agent is not allowed to invent offers on a property in order to force the price up; proving they have done this could be a minefield. They must use clear contract terms. They must reveal to you any financial interest they have in a property you're looking at.

### **Dealing with Estate Agents:**

Steps to take for a smooth process:

- If possible, use an estate agent who is a member of a trade association.
- Some specialise in particular properties - find the correct one. Tip: Particulars on the window display will reveal this
- Some specialise in certain price ranges - find the correct ones Tip: Particulars on the window display will reveal this
- Don't restrict your self with one agent, register with several
- Make regular contact, the more contact the more they will think of you first when a suitable property comes onto their books.
- Keep records, note the name of the person your dealing with, dates, times as this can avoid any disputes later in the day
- Once you have made an offer, the agent is obliged to send it on to the vendor by letter, ask for a copy