



FAQs

Please find a selection of answers to questions that you probably won't think to ask your real estate agent below.

How do I choose the right real estate agent?

Make sure you are comfortable with the person who you are trusting your biggest asset with. Before meeting with any salesperson, write a list of what is important to you. Trust? Honesty? Good communicator? Reliable? Do they have energy & drive? Have a good understanding and knowledge of the current market and the local community in which we live. Don't let any salesperson bully or persuade you into listing with them!

Why do I have to spend money on marketing?

In a competitive market, you need to ensure your property stands out from the competition and attracts buyers. Marketing and a salesperson go hand in hand to ensure that your property is in front of as many of the 'right' buyers as possible. We specialise in presenting marketing packages that cover Print media as well as Digital and social media to ensure your property gets maximum coverage to target the right buyers. Whether the buyers are cashed up, and or preapproved and active in the market or buyers who have their own property ready for sale or already on the market, or investors or passive buyers who are not necessarily looking for a property, but if something pops up that they like the look of then they will more than likely engage. Think of it as an investment - 'What you get out of it is what you put into it'. In the scheme of things if you can get an extra \$100,000 for \$5,000 worth of marketing... Would you, do it?

Why are some real estate agent's commissions higher than others?

The old phrase 'you get what you pay for' stands out here. At Bayleys we work hard and are all about professionalism and getting the very best price for you. How do we do that? Training! Bayleys makes sure every salesperson has all the necessary training and support. We never stop learning and growing.

Do I have to tidy my house before I get it appraised?

We recommend that your house is presented in the very best possible state, this way we know on open days and viewings your house will be attractive to potential purchasers.

Will the real estate agent sell my house for what I think it's worth?

We will always try to get the very best price for your property. Therefore, we do an appraisal before your property goes on the market, so you know what price range to expect.

Why do some agents appraise the same property differently to other agents?

Make sure you review the appraisal in detail. The comparison evidence provided needs to stack up and support the value the agent is placing on your home.

How did you work out how much my property is worth?

Once a real estate person is engaged to do an appraisal on the property. They should complete a detailed inspection with notes and include photos of your home. This will then be used to research and find comparable recent sales and properties currently for sale in the area over a 3-6-12-month period, depending on past events (e.g. taking November 2021 and June 2022 could be quite different because of what happened with the effects of the covid pandemic).

Is there a best time to sell?

There is a best time to sell...and it's anytime. If you're looking for a property, you look all the time. Our job as your agent is to find your buyer and get the very best price no matter the season or time of year.

I am unsure about whether I should sell, who can I talk to?

Our partners at Vega New Zealand - Mortgage Advisors are available and happy to chat and provide you any advice when it comes to selling your home.

One real estate agent said we should go to auction, another said we should put a price on our property, what is the advantage?

At Bayleys we pride ourselves on knowing the best way to market and sell your property. An auction campaign will attract unconditional buyers and provide a quick result. Price by negotiation is traditionally a longer process.

Our friends sold by auction and had a bad experience, do I have to sell by auction?

No, we will always make sure that your experience with Bayleys is a pleasant one. We will work through whatever we can and answer any questions you have. We will never ask you to do something you are not comfortable with.