

Getting A Property Appraisal



Getting an accurate property appraisal from a competent real estate agent will be your first most important decision when selling your house.

Any agent in your area can provide a free property appraisal, but the integrity of the appraisal is where many property sellers can be misled and sales go wrong.

Many people like to get a property appraisal to determine if it's worth selling at all. So if the sale price range is inaccurate, your whole real estate experience is compromised.

We have found over the years that you are better to have a competent agent who appraises your property correctly and markets it to achieve the best sale price, rather than one who over-prices it and then under-delivers. The consequences are the property is generally over exposed to the market, requiring price reductions.

Subsequent decisions you make and legal documents or contracts you sign will be based on the content in your property appraisal. Getting it right (or wrong) can be life changing.

It is common for home sellers to get two to three property appraisals so they can compare services, marketing, fees and commission and the sale price range being recommended in each.

Commission, fees or sale price is often what sellers base their decision on who to list with. The cheapest real estate agent might not get the best price which could far outweigh the cost of a percentage difference in agencies. It's important to consider the big picture. Remember to protect yourself when getting an appraisal.

Many Kiwis have minimal experience with selling a house. This creates a level of dependency on one person for advice and information, your real estate agent. Licensed agents who achieve the highest sale prices and provide the best real estate experiences for their clients are usually the ones who work with integrity and within the Real Estate Authority (REA) Code of Conduct.

You can determine the calibre of agent because they will be realistic about market price and hope to achieve a higher price through good marketing, creating buyer competition and using their strong negotiation skills.

You Talk, I'll Listen.
Buying or Selling.
I will work for you!