



Talking Real Estate with Steve Slicker

Hi folks,

I thought I would address some issues that could potentially affect home owners who are going to come to market in the next few months, it seems logical as this is the time of year when there are generally more houses coming to market. So if the first 2 weeks on the market can set the scene what can we do to avoid any pitfalls. As a vendor, it's worth remembering that the relationship between vendor and agent works best if there is an open line of communication. If the relationship breaks down, the sale outcome is usually affected and at this stage vendors often blame agents for a host of small things that could have been remedied early in the relationship.

Professional agents will encourage vendors to be frank from the outset, as the first two weeks of marketing can set the scene for a positive relationship – or its opposite. The problem is that many of the issues that arise seem at the time too small to mention – the signboard is in the wrong spot or is crooked, the agent keeps bringing purchasers in through the side balcony door instead of the front door, or perhaps s/he turns up with a purchaser with only sixty minutes' notice instead of several hours.

These issues may seem too small to worry about at the time but often add up to lack of confidence in the agent, especially if the market is quiet and there aren't many inspections. Many people prefer to grumble amongst themselves rather than confront the agent with so small a misdemeanor, but professional agents will want to get it right and will appreciate your input. They understand that although they sell houses every day, most of their clients will do it only a few times in a lifetime and that they find it very stressful.

Many people find it hard to be critical until something happens that is serious enough to make them lose their temper – and by then the relationship is hard to salvage. While it's up to the agent to check whether the vendor is happy with the way the inspections are progressing, vendors can help by mentioning the little things and giving the agent a chance to get it right in the long term interests of a successful sale.

If you are thinking of selling your home please call me on the numbers below or contact me via email steve@steveslicker.com alternately fill in your details on my website www.steveslicker.com

Kind regards,

Steve Slicker

(04) 212 6787 or 0275 661 949