

Estate agent checklist

If you ask an estate agent these 10 questions during their initial valuation visit, you can't go far wrong.

- How many similar properties have they sold? At what price?
- How many viewings and how long did it take to sell the properties?
- How many buyers are looking for properties like yours?
- Which trade associations are they members of?
- Ask for a minimum and maximum price for your property: What price would they market your property for? What price would they expect you to get for your property? What price would they value your home for a 'quick sale'?
- Who will do the property visits?
- Can you have a copy of their contract?
- How and where will they promote your property?
- What are their charges – and when do you have to pay?
- How would complaints be handled? Is there a third party complaints procedure?