QUESTIONS TO ASK THE AGENT

Ask the first set at the inspection. Ask the second set before you offer.

PROPERTY _____ **DATE** _____

1. AT THE INSPECTION

tick as you ask

- ☐ How old is the property, what year was it built
- ☐ Any easements, caveats or covenants
- ☐ Noise: traffic, businesses, construction nearby
- ☐ Flood or bushfire prone
- ☐ Heritage listed
- ☐ Transmission lines or a substation nearby
- ☐ Zoning restrictions or overlays that limit renovating
- ☐ Recently renovated, and was it done properly and approved
- ☐ Anything needing repair, and can it be done before settlement
- ☐ Does everything comply with council, permits and approvals
- ☐ Outstanding council rates or strata fees
- ☐ Smoke alarms installed and compliant
- ☐ Solar panels, and do they work
- ☐ What is the neighbourhood actually like
- ☐ Schools, shops, transport and parks nearby
- ☐ Any planned development that could change the area

2. BEFORE YOU MAKE AN OFFER

these are the negotiation ones

- ☐ Why are the owners selling? The single most useful question you can ask.
- ☐ How many weeks has it been on the market
- ☐ What feedback have you had so far
- ☐ Have you received any written offers
- ☐ Is there anything other than price that would make an offer more attractive

Listen harder than you talk.

The agent works for the seller, not for you. Every answer is information you did not have, and the reason they are selling tells you more about your negotiating position than the price guide does.

Notes

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