

10 Questions to ask an Estate Agent when VIEWING a property

1. How long has the property been on the market ?
2. How many viewings has the property had ?
3. What has been the general feedback from those viewings ?
4. Has the price changed at all ?
5. How much would you pay for the property ?
6. What is the situation of the seller ?
7. How quickly is the seller looking to move ?
8. Why would you say it has not sold already ?
9. What improvements would you make to the property ?
10. How would those affect its value ?

Use this information to :

- Judge how keen the seller is to find a buyer as this could be useful if you like the property and wish to put an offer forward.
- Assess whether the property is reasonably priced and whether there is much scope to put in a low offer.