

STAGE FIVE

Offers and negotiating a sale

Once your property begins attracting interest and viewings are taking place, your agent will start to qualify the viewers and assess who might be the best possible buyer, according to your needs. There are several questions the agent will ask to find the right buyer, including:

- When does the buyer want to move?
- Has the buyer got a property to sell?
- What is the buyer's timeline?

As offers are generated, the agent will present each offer to you as it comes in. Having already qualified the buyers, your agent should be able to give you an overview of which offer may best suit your needs – following this, they will negotiate on your behalf to get you the best price.

If there is significant interest in the property, the agent may suggest that you go to best and final offers, whereby a date is picked and all parties who have offered so far are encouraged to give a final offer.



Hunters Top Tip: Make sure to find an agent who will negotiate all offers for you, not all agents will do this.