



"Wouldn't we get more interest if we gave our property listing to more than one agent?"

While that appear to be the case, it is usually not true for several reasons.

The first reason is that the best agents in the business are very, very busy people. They work predominantly with their exclusive agencies, meaning that they devote little or no time to the properties they believe they have little or no chance of selling. Unfortunately for you Mr/Mrs Seller, this means that only the least experienced, or the least successful people in the business are likely to work on your property for you.

The second reason is that you have little or no control, and if things go wrong, it is hard to know who to keep accountable. For example if you have 4 agencies working on your property and they average x salespeople each, that means that around xyz people would have access to your property. If someone left the cat out, left a door unlocked or worse how would you know who was responsible? Most sellers find that they prefer the level of control that working with an exclusive agent gives them.

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