

Homeowner

Why You Shouldn't Be Forced To Use The Agent You Found A Property With.

By The Bayzos Team



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Do I Have To Sell With The Agent I Purchase Through?.

In simple terms, the answer is no!

Selling your home is one of the most important decisions you'll make, and it's essential that you feel confident in the estate agent you choose to manage the process.

Unfortunately, some buyers **feel pressured into using the same agent they've found a property with.**

Not only is this often unethical and illegal, but this practice can also lead to compromises that aren't in your best interest.

Here's why you should never feel forced, and how to make an **informed decision when choosing an agent.**

Choose the Best Agent for Your Sale.

Selling your property is a huge step, and **finding the right agent is crucial to the process.** Just because you're buying through one agent doesn't mean they are the best option to sell your home.

When selecting an estate agent to list your property, take your time, do your research, and focus on these key points outlined within this guide.

Performance in Your Area.

Choose an agent known for their success in your postcode.

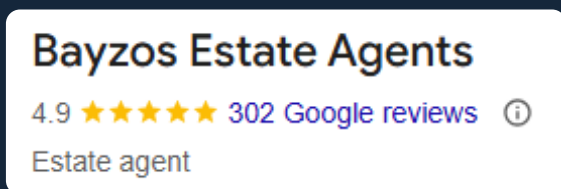
However, don't just rely on the number of listed properties—look at **how many properties they've sold as "subject to contract" (SSTC).**

Tip: You can request this data directly from your shortlisted estate agents. It's available to all agents through platforms like Rightmove.



Check Google Reviews.

Feedback from other sellers and buyers is an excellent way to **measure how agents perform** when it matters most.



Speed & Strategy.

The ideal agent will not only sell your property quickly but also **secure the best possible price**. This requires a sharp, well-thought-out strategy for marketing your home effectively.



Pressure to Accept a Lower Offer.

The agent might prioritise securing the sale of the property you're buying over achieving the best price for the one you're selling. This could lead to **pressure to accept a lower offer on your home, even if it's not in your best interest.**

Avoid Tie-In Periods.

If you decide to use the same agent for selling your property after careful research, **make sure not to sign any agreements with a tie-in period.** A tie-in period locks you into working with that agent for a set duration, often preventing you from switching to another agent if you're unhappy with their performance.

Without a tie-in period, you retain flexibility to:

1. Relist your property as "Day 1" with another agent if things don't work out.
2. Make changes if your desired property sells to another buyer.

An estate agent confident in their service shouldn't need to lock you into a tie-in period—they should earn your continued business through results.

Secure Commitments in Writing.

If your selling agent says they will help "secure" the property you're interested in, **ask them to confirm exactly what that means in writing.**

This level of clarity is essential, as it prevents misunderstandings down the road. **For example, ask the agent:**

- Will they pause viewings on the property?
- Will the property be displayed as "Sold Subject to Contract" for a set period to give you time to sell your home?

Without clear written agreements, agents can resume marketing the property, leaving you disappointed if it's sold to someone else.

Protect your interests—it's crucial to avoid misunderstandings later on.



Legally Obligated.

Remember, estate agents are legally obligated to submit all offers you make to the seller, even if you choose not to sell through them. They work for the seller, and acting in the seller's best interest takes priority over their interests as a business.

How Bayzos Can Help.

At Bayzos, we've developed tools and strategies to give sellers a competitive edge. For example:

- Our exclusive property portal, See It Here First, allows us to sell 33% of our listings before they even reach Rightmove.
- Our low-profile marketing methods connect properties with registered buyers via our app for a personalised and hassle-free property match.
- We offer a no-tie-in contractual obligation – demonstrating our confidence in our service.

We're always ready to start marketing your property when you are—and if things don't go to plan with your first agent, we'll happily step in as your second agent.

Just remember, tie-in periods aren't necessary – we believe an agent's service should speak for itself.

Final Message.

At the end of the day, you should always **select the agent with the best performance** and track record in your area.

Don't feel pressured to work with the same agent for selling and buying—this **decision is entirely yours to make.**

Do your research, ask the important questions, and protect your interests.

Selling your home is one of the biggest financial decisions you'll make.

You deserve an agent who will work in your best interests every step of the way.

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