



QUICK, EASY, CASH

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## Compare selling through Estate Agents vs. MarkBuysHouses

We're always been taught to believe that when you're selling your house you need an estate agent to sell it for you. Ever questioned why? Don't get me wrong, there is value in using a good estate agent, but sometimes the traditional way is not always the best way.

Here are some high level comparisons between using an agent and MarkBuysHouses.co.za::

	Selling through an Estate agent	Selling with MarkBuysHouses
Selling price	<ul style="list-style-type: none"><li>Probably the highest selling price (but not necessarily the highest amount in your pocket)</li></ul>	<ul style="list-style-type: none"><li>Probably not going to be the highest selling price (but the savings on the other items make the final amount in your pocket similar)</li></ul>
Commissions and fees	<ul style="list-style-type: none"><li>Estate agents normally charge between 6-7.5% commissions on the sale of your house. They forget to mention that that figure excludes VAT. So that's more like 6.9%-8.6%</li></ul>	<ul style="list-style-type: none"><li>No commissions or fees</li></ul>
Finance vs. Cash	<ul style="list-style-type: none"><li>Most of offers from the market require bank financing. Around 50% of those finance deals never get bank approval which means you have to wait for the bank and then when approval isn't given then you need to start the whole marketing process again.</li><li>Getting financing on a property normally takes 20-30 days and could delay you by that and more.</li></ul>	<ul style="list-style-type: none"><li>I make cash offers so the offer doesn't have any finance requirements</li><li>No financing required so no uncertainty or financing delays</li></ul>
Understanding the market	<ul style="list-style-type: none"><li>Estate agents will tell you that they know what the market is doing and that they can help you value the property given their knowledge</li></ul>	<ul style="list-style-type: none"><li>I'll share the exact same reports that they use and talk you through it all so that you can make sense of it</li></ul>

<b>Inspection clauses</b>	<ul style="list-style-type: none"> <li>• Normal offers have an inspection clause allowing for the buyer to get an inspector to come and check all aspects of the house.</li> <li>• This opens you up to risk and extra repair costs.</li> </ul>	<ul style="list-style-type: none"> <li>• No inspection clauses included so no risk to the seller.</li> </ul>
<b>Time to sell</b>	<ul style="list-style-type: none"> <li>• Average time on the market ranges between 3-7 months (longer in a bad market)</li> </ul>	<ul style="list-style-type: none"> <li>• No time on market as I'll make you an offer within 48 hours of visiting the property</li> </ul>
<b>Repairs needed</b>	<ul style="list-style-type: none"> <li>• To get the highest selling price you'll need to redecorate your house to appeal to potential buyers. This adds costs and time onto the sale of your house</li> </ul>	<ul style="list-style-type: none"> <li>• I'll buy it as is. No need to get people in to fix it up and waste time and money.</li> </ul>

So, if you're looking to sell your house make sure that you're making an informed decision about how you're going to sell it. Remember that there are a lot of different things to think about. Yes, sometimes an estate agent could be the right way for you to go, but if you need to sell quickly or you just want to get out of the property then consider using me. Selling to someone like me can help you avoid unnecessary delays and uncertainty. Remember that ever month you own your house you'll still need to pay rates, taxes, levies, bond repayments and maintenance on the property so you're talking thousands of Rands every month if you opt for the slow route.

Naturally this could all be a lot to take in. Also, you're never really sure who to turn to. Having said all of that, if you would like to discuss anything more or if you'd like to unpack your options in more detail then please feel free to contact me on 083 692 6576 or send me a mail on [mark@markbuys-houses.co.za](mailto:mark@markbuys-houses.co.za).

Regards,

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