



## SELL SMART GUARANTEE

### 1. NO SALE, NO CHARGE

The agent guarantees that in the event that the property does not sell, and is withdrawn from sale, the sellers will not be charged any monies/fees/expenses whatsoever by the agent or their agency.

### 2. PERIOD OF AGREEMENT THE PERIOD OF THE AGENT’S AGREEMENT WILL BE ..... DAYS, COMMENCING ON: .....

*Note: Generally, the shorter the period, the safer it is for the sellers. A period between 45 and 90 days is safest for the sellers. Any longer and the sellers could find themselves tied to the agent against their wishes. If the sellers wish to extend the agreement at the expiration of the period, they can do so at their discretion.*

### 3. BAIT PRICING

The agent will not market or promote the property by use of a lower price than what the sellers are willing to accept. The agent understands that under-quoting the value of the property in order to attract buyers on the basis that these buyers can then be talked up in price, is contrary to the interests of the sellers because it attracts buyers who can only afford the low price, or buyers who only want to pay the low price.

### 4. QUALIFICATION OF BUYERS

All buyers, to the best of our ability will be qualified in terms of finance, time frame and style of property. We guarantee that prospective buyers that inspect the property will be in a position to purchase within a reasonable timeframe.

### 5. CANCELLATION OF THE AGREEMENT

The sellers will have the right to cancel the agent’s agreement if the sellers are not satisfied with the performance of the agent – provided that the sellers give the agent seven days to rectify any concerns. If the sellers concerns are rectified, the agreement will continue. Should the sellers decide to withdraw the property from sale, there will be no charges payable by the sellers to the agent.

### 6. BUYERS FOUND BY THE OWNER

The sellers reserve the right to sell or transfer the property to a close relative or partner should the opportunity occur, or if directed by a court. In this case, the sellers will not be liable for the full commission to the agent.

### 7. SPECIAL REQUESTS OR CONDITIONS

If the sellers have any other conditions they wish to impose on the agent, they can notify the agent in writing within 2 business days of signing the Selling Agreement. Such conditions will then form part of this guarantee. If the agent does not agree to the sellers’ extra conditions, the sellers will have the right to immediately cancel the Selling Agreement without penalty or charge.

**If an agent  
won’t  
guarantee  
their service,  
why offer it?**

PROPERTY OWNER..... SIGNATURE..... DATE .....

AGENT..... AGENT SIGNATURE..... DATE .....