WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Start with the purpose, not the listings

A property that suits a holiday may not suit everyday life. Start with how you intend to use it.

01

Who is the property for, and what should it do for them?

02

What is the total budget, and how much is available for the initial payment?

03

When do you need to decide, and when must the property be ready?

Your agent’s contact: _____

WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Separate essentials from preferences

Agree what cannot change and where there is room to compromise. This gives the shortlist a purpose.

01

Essential: a requirement you would not give up for a lower price.

02

Flexible: location, size, floor, timing or other preferences.

03

Unknown: a question that needs an answer before you decide.

Update the brief if seeing the location changes your priorities.

WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Agree who will do what

Your referring agent helps define the enquiry. Shortlisting, viewings and other local stages are agreed with the IBG Property team on the ground.

01

Who will contact you, and in which language.

02

Which parts of the work the local team will handle.

03

What happens next, and how you will receive an update.

Confirm the scope for your enquiry. Do not assume every service or language is included.

WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Compare terms as well as photographs

Record the same information for each property. Where offers differ, establish what explains the difference.

01

Price, currency, additional charges and payment schedule.

02

Location, readiness, floor area and what the price includes.

03

Ownership, permitted use and future management questions.

Keep a source and a check date for each material condition.

WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Check the documents before reserving

A verbal assurance or a polished brochure does not replace the written terms of the specific offer.

01

Who the seller is and precisely what is being offered.

02

What the payment secures and the conditions for any refund.

03

Which restrictions and additional costs need separate checks.

Use an appropriately qualified professional for legal, tax and other specialist questions.

WHAT TO DISCUSS WITH YOUR AGENT BEFORE CHOOSING A PROPERTY

Leave with an agreed next step

Give your agent the purpose, constraints and unresolved questions. Before an introduction, agree which contact details may be shared and who will continue the conversation.

01

Update the brief after the discussion.

02

Agree a shortlist or a viewing plan.

03

Record the decision and open questions after each stage.

Buyer resources: https://ibg-partners.com/en/buyers/