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Agents more popular

Newstalk ZB
May 14, 2011, 8:11 pm



A buyer's agent says New Zealanders are increasingly seeking an edge in the turbulent property market.

The agents help by providing research data on potential properties, liaising with lawyers and mortgage brokers, and seeing the process through to negotiation and eventual purchase.

One company, Erskine + Owen, says nervous consumers are increasingly turning to such organisations to get the best deal possible.

Director Lisa Phillips says her clients are wanting certainty in their investment decisions and are willing to pay for expertise on current and future market trends.

She says at least 50 percent of her clients are ex-pat New Zealanders asking for assistance with purchasing a property, after being out of the loop overseas.

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Moon Cake 08:31pm Saturday 14th May 2011 NZST | [Report Abuse](#)

Cant kiwis do anything on their own these days .

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John 08:44pm Saturday 14th May 2011 NZST | [Report Abuse](#)

They suck.

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2 0



THE CHOSEN ONE 08:46pm Saturday 14th May 2011 NZST | [Report Abuse](#)

i dont trust real estate agents

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Stephen 08:56pm Saturday 14th May 2011 NZST | [Report Abuse](#)

This is just another case of agents talking the market up. If you look at the actual figures they present a totally different story.

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Lord Lucan 09:06pm Saturday 14th May 2011 NZST | [Report Abuse](#)

Estate agency is the biggest con in the western world,We pay them to do nothing.NZ save some hard earned do it yourself!...I've sold at least 4 houses my self and reckon I've saved over 50k in fees.

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Seacat85 09:52pm Saturday 14th May 2011 NZST | [Report Abuse](#)

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Yes sell it on Trade Me sold my house a few years ago in Torbay, from listing it on there to signing the dotted line with the buyer 6 days , cost \$102.00 dollars did it quicker than the thieving real estate rats could do it . And they wanted to charge me a thousand dollars just to take some pics and put a sign up at the front of the house as they said you need to do this , well I told them to shove it where the sun didnt shine . I had the last laugh as they said I couldnt do it proved the waste...

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chambielion 10:31pm Saturday 14th May 2011 NZST | [Report Abuse](#)

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Bought my own house without realestate agent only having to pay \$900.00 in legal fees.Did same selling parents house recently and made over \$30 grand higher than the valuations . No agents comission ,again only legal fees. I have no selling experience and have never done anything like this before. Get plenty of information ,be level headed and go for it.

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Kevin 10:53pm Saturday 14th May 2011 NZST | [Report Abuse](#)

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A nice little advertisement by the agents - Business must be slow

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Adrian 12:18am Sunday 15th May 2011 NZST | [Report Abuse](#)

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Why Kiwis use agents is beyond me, they are a commercial hazard, think eventually people will wake up to the fact that trade me is a great way to sell property and that giving 5% of a house sale price to people who one step away from driving a taxi is not necessary.

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Michaelaukz 06:53am Sunday 15th May 2011 NZST | [Report Abuse](#)

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It is just only another cheap PR article for the person written by their poor cousin the journalist ..an old trick NZ style

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