

Finding The Right Agent

Since the commission for the sale of a house is almost always paid for by the seller, buyers are able to get assistance and information from Real Estate Agents, usually at no cost to them. It is for this reason that the vast majority of home buyers employ the services of an Agent for their purchase. In addition, since most houses are listed by Real Estate Agencies, it gives them the maximum number of available properties to consider.

The relationship between a home buyer and their Agent is a little like a marriage: it must be based on trust, mutual goals (to get you the house that best suits your needs!) and understanding. To a large degree, the home buyer entrusts the Agent to always keep their (the buyer's) interest first and foremost. It is important that you understand who the Agent with whom you are working represents. Take a moment to review our Agency and Buyer Agent pages for a discussion of how Seller's Agency and Buyer's Agency will affect your dealings with an Agent.

What to look for in an Agent

An understanding of your needs.

A willingness to work with you until your needs are fulfilled.

A sense of professionalism.

Someone who is dedicated to their profession.

A familiarity with the area in which you have an interest.

A familiarity with the price range in which you have an interest.

Professional designations: for example, ABR – Accredited Buyers Representative GRI-Graduate of the REALTORS® Institute.

Strong references from previous buyers.

Questions to ask a prospective Agent

How long have you been in Real Estate?

Are you a full time agent?

Are you familiar with the area in which we want to look?

How many home sales did you participate in last year?

What is the average sold price of the homes you sold last year?

Do you normally work with sellers or buyers?

How many buyers are you presently working with? How many sellers?

Where do you feel your strengths lie?

What 3 buyers that you have worked with can you give me as references?