

Hire the Right Agent, For the Right Reasons: 8 Questions to Ask

Finding a real estate agent who is right for you requires doing a little homework, and asking the right questions. Choosing an agent is a decision that could ultimately cost or save you thousands of dollars. Keep in mind the individual you choose will be handling almost every maneuver in the biggest financial investment of your life. Experience, interests, and expertise vary from agent to agent, so you should be asking very specific questions in order to align your own needs with the abilities of an appropriate representative. Use the following list of questions as a guide to finding the agent that is right for you:

1.How long have you been involved in residential real estate

Royal LePage Realtors work together, so regardless of long your Realtor has been licenced, you always have the experience and knowledge of the entire team working for you!

.2.What is your marketing strategy for my home?

A REALTOR® should be able to lay out for you, in detail, a marketing plan to sell your home. What does your Realtor do for advertising? What perks does their brokerage offer sellers? Does your Realtor think “out of the box” and try new things, or are they stuck doing the same thing for every property?

3.How do you support a buyer throughout the process? Your Royal LePage Progressive Realty REALTOR® should be able to indicate how s/he will support you through each step of the home-buying or selling process Your REALTOR® should always be available to answer questions, but the specific resources of an expert can be invaluable during different stages of the process

.4.What other properties has your company sold in the area?

The REALTOR® should be able to provide you with a complete, detailed listing of their own sales in the area, as well as other comparable sales. You should get a clear idea of what you might be able to expect both from the REALTOR® and from the current market.

5. All in all, the home buying/selling process can be very stressful at times, so you want to feel comfortable with your Realtor. They may be your shoulder to cry on, your sounding board and your confidant. They will ask you the “tough questions” and ensure that you are informed and up to date throughout the entire process. They may feel like part of the family by the time the transaction is complete!