

## How to choose a real estate agent

When you buy or sell a home this is one of the most important financial decisions most people make, yet many give little thought to finding the real estate agent who is qualified for their needs.

Choosing the right agent can save you time, effort and aggravation in finding the perfect home at a price you can afford or selling your home quickly for top dollar.

Owning property is very important, and when you deal with someone who is going to help you. Finding an agent is easy – the professionally trained knowledgeable person can be a challenge! We know the market.... turn over is high. Would you let a new brain surgeon operate on your brain!? Then why let a new or inexperienced realtor experiment with your biggest investment you may ever make!

Buying a house is the most important financial transaction most people will make in a lifetime, take it seriously!

"The most important thing when either buying or selling a home is to select the right real estate agent, but people usually go about it backwards. They read a newspaper or get one of the home magazines in the supermarkets, and they call about a home they see advertised.

They should first select the real estate agent -- one who will understand what they need and can navigate the system for them. Let us do the work for you!

Advertising is designed to make the brokers' and agents' phones ring. Typically no one buys the house they called for, but from that point on, they're joined at the hip with a real estate agent they don't know anything about -- whether they are good, bad or indifferent or new to the business. They need to find an agent before they find house.

You must make inquiries before you sign with an agreement with a Realtor.

Some real estate agents will try to sell you anything. They'll tell you every house is the best house they've ever seen. They'll tell you anything to make a quick sale.

"If you're selling, your property may be the most valuable thing you own and it is of utmost importance to find an agent you can trust.

A real estate agent has a high fiduciary duty -- a duty of trust and confidence. It is the most important duty of any sales person or broker in real estate. An agent must disclose all the material facts of any transaction -- everything they know about the property, good or bad.

**Choose an agent who listens to your needs and takes the time to explain things you might not understand.**

Real estate transactions can be complicated and the terminology confusing. You need an agent who will both know the answers to your questions and takes the time to explain them. "It's extremely important to find an agent whose personality you like dealing with, who is professional and trustworthy.

We are professional, trained, and full-time. . You're going to spend a lot of time with us whether you are buying or selling. We welcome extensive interviews so you fully understand the process!

**Call today for an appointment!**

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