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Questions to Ask to Help You Pick the Right REALTOR®

Finding a REALTOR® who is right for you requires doing a little homework and asking the right questions. Choosing a REALTOR® is a decision that could ultimately cost or save you thousands of dollars. Keep in mind that the REALTOR® you choose will be managing almost every maneuver in the biggest financial investment of your life. Experience, interests, and expertise vary from REALTOR® to REALTOR®, so you should be asking very specific questions to align your own needs with the abilities of an appropriate representative.

Use the following list of questions as a guide to finding the REALTOR® that is right for you.

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

If the REALTOR® hasn't been connected to the residential real estate market for several years, s/he will be out of touch with the cyclical nature of the current market. Your REALTOR® must be familiar with trends of the local market and have an eye for the ways in which it will change. This knowledge could mean the difference of thousands of dollars in the long run.

2. How do you support a buyer throughout the process?

A REALTOR® should be able to indicate how s/he will support you through each step of the home-buying or selling process, offering you a unique system to suit your needs and goals. Also, ask if a specialist will be available at each level of the sale. Your REALTOR® should always be on hand to answer questions, but the specific resources of an expert can be invaluable during different stages of the process.

3. What is your experience with financing options? How would you suggest I approach my own financing plan?

Each buyer requires a different financing strategy. A REALTOR® should be able to suggest a plan catered specifically to your financial background and needs. Don't just depend on your lender for information and guidance on financing a new home. Let your REALTOR® lead the way.

4. Do you have a reference list of clients I could contact?

Do some homework! Choose a few names on the list and call them. The stories of others who have gone through the home-selling process can be a valuable source of information.