

Choosing the right real estate agent



Finding the right real estate agent can mean the difference between successfully selling your home and not. Your realtor is arguably one of the most important individuals when planning on selling a house.

While you can choose to go with the for sale by owner (FSBO) route, there's a reason why you want to hire a realtor as there are a million and one things to juggle when selling a home.

But hiring a poor realtor means they could drop the ball and be costly to you.

So, what are you looking for when looking for a good real estate agent?

How to choose a realtor?

There are a number of factors to consider when choosing a real estate agent. But what should your first step be? Well, references.

Use Trusted Sources

There are a number of methods of finding a long list of local realtors. But finding one you can trust is tricky. After all, we've all read online reviews only to discover that the individual doesn't match up.

Make sure to put your feelers out via social media for friends and family who have recently dealt with a real estate agent. But sometimes this isn't possible.

For those applying for financial help, you can also ask your mortgage lender for advice on who has closed the most deals with them. Then again, this might not be an option as well.

If this is the situation you're in you will need to find the reference somewhere else. This means you'll have to look for a real estate agent with a capital R as this means they are a part of the National Association of Realtors (NAR), which means they've agreed to abide by the organization's code of ethics.

Then there are other titles to look out for when hiring an estate agent such as:

- Certified Residential Specialist (CRS), which is additional training in handling residential real estate
- Accredited Buyer's Representative (ABR), also additional training in representing buyers in transactions
- And Seniors Real Estate Specialist (SRES), which is training aimed at helping those aged 50 years or older.

You will always want to make sure that your agent is a specialist in the field you need them to be. There are various specialists in the field. But after you've short-listed your candidates make sure to do your research.

Research

Those who fail to put the time into researching their agent often select the wrong realtor.

Make sure to do a simple Google search. Take time to review all the feedback. While it is near to impossible to get a perfect rating, a majority of poor notes online can be a real red flag.

Be sure to also do some social media searching as users often don't leave their thoughts and experience on Google. Also, make sure to double-check your state's real estate regulator to ensure they meet minimum requirements.

Another asset at your disposal when thinking about, "How to pick a real estate agent?" is to use the Better Business Bureau's website, which will list all the complaints and compliments about the agent and their firm.

Once you've whittled down your original list, it's time for the interview.

Interview

You want to interview at least three agents. This process is to see if you're a good personality match. Also, double-check if your realtor is familiar with the area and understands your constraints.

There are a number of questions to ask a real estate agent when they step into your home.

- How long have you been in the game?
- The amount of homes you've sold?
- Are they a full-time or part-time agent?
- Do they specialize in a certain field?
- How many clients are on their books?
- What's their usual time frame for selling a home?

This list can expand depending on the tasks at hand you need them to fulfill.

Now that you've answered, "How to choose a real estate agent for selling a home?" and select your agent. It's time to review your working relationship.

What are the signs of a good realtor?

There are a few signs that you're working with a good real estate agent. Namely:

Good communicator

Communication is key during this entire process. It's also the major complaint of sellers and buyers so when your agent is a good communicator it is a win.

A realtor who is responsive can be a huge relief and can save you a massive amount going forward. Also, you need to act on certain situations so having an open communicator is a massive asset.

It's always good to allow some lead times for responding. But if it is generally a 24-48 hour turnaround then you should consider moving agents.

Timing

A real estate agent should never be late. It's a major part of their job. In fact, your agent should always be a little early for appointments.

Good peoples' skills

Being able to manage people and their relationships is also a major part of a realtor's job. They need to filter the messaging between parties to ensure that the negotiations move forward.

This means a real estate agent should never pass on unedited messages between parties.

Not interested in your plans and goals

Your realtor works for you. If they don't understand what you want, then they'll deliver the wrong service for you. Make sure that they know what you want.

They need to talk

A quiet agent is leaving doubt to fill the silence in the room. And a realtor who is able to talk-the-talk will also create more opportunities. Which if you're selling or buying a home is something you'll be interested in.

Now that you're certain that your realtor is exactly who you need them to be, we need to discuss a commission.

Realtor commission

Your realtor is one of the most expensive parts of selling a home. And the majority of the time they earn every penny.

According to The Statist, average commission rates for real estate agents in the United States, between 1992 and 2021, fluctuated [between 5 - 6%](#).

This rate can also vary when it comes to a more focused take on towns, cities, counties, and states.

Selling your home without a realtor can be a challenge. It takes a lot of time, specialty insights, as well as being more expensive than the average person may think.

If your agent is trying to upsell you on their services, above the usual 5 - 6%, then you'll be looking to possibly selling your home to an iBuying services. We will buy your home without the hassle of recruiting a good realtor.

But why choose us?

Why trust us to buy your home?

Since 2001, we have bought houses in Maryland, Virginia, and Washington, DC. During this time we've innovated the real estate game, as well as impressed thousands of customers. It's this longevity and success that sets us apart.

Currently, we have over 100 reviews with 5 stars, with testimonies from a select few! Most of these reviews highlight that we will:

- Sell houses fast

- Pay cash for homes
- Treat you with the utmost respect

We have also earned an A+ rating with the Better Business Bureau (BBB), which is an organization that helps United States consumers find businesses they can trust.

When you're selling your home, you want to be 100% sure that you can trust the company you've contracted to help you. And nothing will put your mind at ease more than reading our clients' reviews of our services.

And because our clients have spoken about us with such fondness, we've been asked to contribute thought leader comments to America's most trusted media outlets, like:

- USA Today
- The Wall Street Journal
- CBS News
- ABC
- NBC
- And Fox

But how does our system work?

Our buying system

We've ensured that every step is simple, quick, and efficient. That's why our first step is you approaching us.

Simply give us a call or use our online form to get started!

Within 10 minutes, if the call is made during office hours, we will have a fair cash offer for your property. Once we've gathered your information, we will arrange a time for us to come by the house to finalize that important paperwork.

And once you've signed on the dotted line, the money will be in your bank account in a matter of days.

It's never been easier to sell your house fast.