



TIPS TO WORKING WITH YOUR **REALTOR**

Whether you're buying or selling real estate, having the right real estate agent on your team can be extremely rewarding, both financially and personally. Real estate agents are trained to analyze the marketplace, be aware of what the competition is like, and take care of the mounds of paperwork involved in any real estate deal.

They are also experienced in negotiations.

Choosing the right realtor is key to the ease of what can be a very stressful time. The right agent will be someone you can trust, someone you connect with, and someone who will understand your needs. Don't be afraid to consult with several different agents until you've found the one that feels like he/she can be on your team.

An agent acting on your behalf needs to have your cooperation in order to do their jobs properly. If you are a prospective buyer, be considerate by being on time for your appointments. Have a clear idea of what your criteria is, so that you haven't sent your Realtor on a wild goose chase. Make sure that your price target is realistic and, if buying with a partner, that you are both on the same page.

Consider any advice your Realtor may offer.

When trying to sell your home, keep track of when all your showings are.

Leave the house if you can, so that the clients can talk and move about freely. And of course, make very sure that your home is as clean and tidy as possible. If you are trying to sell a rental

property, it is very important to let your tenants know and win their cooperation.

Having the right Realtor and keeping a positive attitude will make this demanding time a less stressful experience. And possibly make you a new friend as well.

When house hunting

- **Bring along some drinking water.**
- **Wear slip-on shoes.**
- **Leave yourself plenty of time.**
- **Don't get discouraged**
- **Accept your Realtor's advice**