

Checklist to Find a Buyers Agent

What you are going to be looking for is someone who will **Educate & Advocate** for you. An exceptional Buyers Agent is always going to be teaching you and looking out for your best interests. We've enlisted some help from the website of the US Dept. of Housing and Urban Development (HUD) so watch for "HUD says" throughout the checklist.

1. How long have they been in the business?

HUD says "Demand experience. The real estate profession is plagued by high turnover. This creates a workforce that is made up of many newcomers. While there are brand new agents with good intentions, why trust one of the largest investment you'll ever buy or sell to someone without experience?" We recommend finding a Buyers Agent with at least 3-5 years of experience.

2. Do they work Full Time in real estate?

HUD says "*Look for Commitment. Another problem we have in the industry is a large number of part time and recreational salespeople. These folks have either retired from some other career, work in real estate seasonally or are earning a second income for the family and honestly don't need to work full time. No matter how long they have been in real estate, their lack of full-time commitment makes it impossible for them to keep up with the vast changes in law, marketing and business practices that are occurring in the profession today. If an agent isn't working at least thirty hours a week, fifty weeks a year, look for someone else.*" Well said!

3. Do they work with many first time buyers?

Almost all agents tend to specialize in certain types of clients. You wouldn't want a helicopter pilot to fly your jet would you??

4. What kind of recommendations do they have?

You are hiring this person, you need to have references just like any smart employer would want. What do buyers who've worked with them have to say?

5. Do they respond to you promptly?

A true professional is busy and may not respond immediately, but the first time you contact them, you should hear back from them in 24 hours or less.

Remember: It doesn't cost any more to hire a full time, experienced Buyers Agent than it does to work with your sisters cousin who just got their license and works at it part time!