



## IS IT TIME TO DUMP YOUR REAL ESTATE AGENT? or "How to tell the good from the bad and the ugly".

### Part 1

Constance Payne thought she and her husband had found the right real estate agent to help them land their new home. The busy agent with a prestigious firm seemed like a good choice initially, but Constance said it became clear as the months wore on that this agent didn't have their best interests at heart.

"She treated us as though we had this air of desperation about us, like we were bottom dwellers in the market and there were so many more important people she had to respond to faster." Constance said.

She called the couple about houses way out of their price range and told them to drive by and call her if they liked the looks of a place. The couple wound up making multiple offers in the 6 months they worked with the agent and didn't wind up with a house. Still, Constance held on to the relationship, she said, because she didn't know that this wasn't the way most agents operated and wasn't sure how to end it.

"I didn't know what to expect", Constance said. "I thought she was like any other normal agent."

Buying a home is one of the most important decisions of your life. Yet most people have a limited knowledge of the process and aren't sure what an agent should do for them (or not

do, for that matter). How can you tell if you have the good, the bad or the ugly working for you? Here a list of seven tip-offs that it might be time to call it quits with your agent.

## **1. The agent doesn't listen.**

Right off the bat, an agent should ask you several important questions:

How long have you been looking?

What time frame are you looking to move in?

How much are you looking to spend?

What type of house and how many bedrooms are you looking for?

What neighbourhoods are you interested in?

Are you looking for suburban, rural or acreage?

Is there anything special on your 'wish-list'?

What are your 'must-haves'?

If they keep showing you things that are outside your chosen neighbourhoods, school districts or budget, then you might have a problem. If the client says, "I want a three bedroom home with air conditioning," and you show them something different, you need to explain and say why you are doing it.

### **Good agent.**

Before you look at that first home, the agent should go over the process, how they operate and get a good understanding of your needs, wants and wishes. Moreover, a good agent should research the homes he is trying to sell you, so that he doesn't waste your time.

(End of Part 1)