

In my 20 + years of being a realtor, I have seen many different ways that people find an agent to help them sell their home. This is an important step to the successful sale of a home. You want someone who is a professional full time agent that has a great track record and is willing to let you be in charge.

Here are a few steps to finding a real estate agent that will be a good fit for your needs:

1. Prepare a list of questions to ask any agent that you might interview to help you sell your home. By asking a lot of questions, you will get an impression of whether you would communicate well with your agent.
2. Put together a list of real estate agents to interview. Most people only end up interviewing 3 or less real estate agents. Just make sure you are comfortable with who you choose. Here are the most used methods for putting together a list of real estate agents to interview:
 - Ask your family or friends that live in your area if they have a favorite agent that they used to help them with their real estate needs.
 - Call other agents that have listings in your neighborhood and ask them questions about the recent activity in your neighborhood and about their listings.
 - Go to a realtor open house in your neighborhood. Meet them face to face and ask questions about what the sales are like in your neighborhood, what types of homes are selling fast, what is the average dollars per square foot for the sold homes in your subdivision.
 - Look for sale pending or just sold signs. These agents have already sold a home recently. Go ask the people living there what they thought of the process and what would they do to change what they did. Ask questions about their agent. These agents have the proven success of having sold a home or homes in your area recently.
 - Search the internet. You can search websites like Zillow, Trulia, Realtor.com, crs.com, etc. to find the agents that are active in your area and have sold homes in your neighborhood.
3. Once you start interviewing your choice of agents, be sure to cover these topics:
 - a. The market value of your home and how they arrived at that number.
 - b. Their experience level. How long have they been a realtor and what sets them apart.
 - c. What will they be charging you to sell your home and why.
 - d. When and how they will communicate with you during the process.
 - e. How will you know if your home is being seen on the internet.
 - f. What their average days on the market is.
 - g. Can you cancel the listing at any time if you are not happy with the progress?
 - h. Their marketing program.
 - i. Your net proceeds.
 - j. Home inspections.
 - k. Appraisals by banks.

You get the idea. Be thorough in your discussion about these topics. It will help you and the agent to set expectations and accountability. I hope that you find this valuable. If you have any questions about this, or other real estate topics you can call or text me at 623-882-5121 or email me at bob@bobgarwood.com .

