

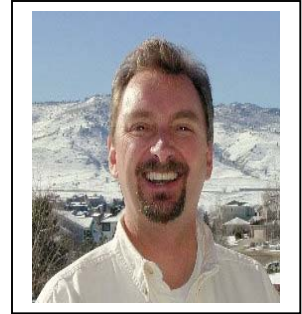
The Home Buyer Roadmap – Finding A Buyer’s Agent

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And

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We are presenting a series of articles that will layout the home buying process in detail to help you understand what you are about to go through. We are collaborating with experts in the individual fields to clarify each step in the process. This is the 3rd article in the series.



The process of buying a house can be overwhelming to say the least. A buyer’s agent can relieve a lot of the stress and can guide you confidently through the buying process. However how do you find a Realtor® that you can trust?

Buying a home is one of the most expensive purchases you will make so you should approach this the same way you would if you were looking an accountant of a physician. This is someone you need to trust and feel comfortable spending time with. Start out by asking family, friends and coworkers, people you trust already, to recommend a least one realtor if not more. Once you compile a list of names, start making the phone calls and collecting information on each agent. Don’t be afraid to ask questions. You want to find the buyer’s agent that is best fitted for you and your needs. Here are some examples of questions that you should ask:

1. How long have you been in Real Estate?
2. Are you familiar with the areas I’m interested in looking in?
3. How many buyers are you currently working with? This will tell you if they have time to spend with you.
4. What role will you play throughout the process?
5. Where do you feel your greatest strengths are?
6. Can you give me 3 references?
7. Is there a fee for your services? The fee is usually paid through the seller.

After you have collected information on each, its time to choose your agent.

Ask yourself in choosing:

1. Does this person understand my needs and have the time to spend with me?
 2. Do you think they handled themselves in a professional manner.
 3. Are they familiar with the areas you have interest in?
 4. Did their references give positive feedback without hesitation?
 5. Do you feel comfortable spending a fair amount of time with this person?
- This process can happen very fast or take months before you are done.

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