

# Things to Consider When Shopping for a Real Estate Agent

1. **Local Knowledge.** You want a realtor who knows the community and knows the real estate market in your area of the state so they can better assist you in finding a home that meets your needs.
2. **References.** If you know people who have recently bought a house, ask them about their agent and their experience. Ask your agent for references of their past buyers and don't settle for "good enough".
3. **Shop Around.** Like most things we buy these days, the internet is a good place to begin shopping for a real estate agent who is good fit for you. Notice realtors who are highly visible and are marketing the homes they are selling. Check local real estate agencies and read about them and read about their reviews and successes.
4. **Experience.** Like most professions, real estate agents who've been working in the area and in the market for a while have more knowledge of the people, places, and strategies that will help you to find and purchase the home you desire. Look for an agent that has a track record for success.
5. **Trust Your Instincts.** Of course, experience is not the only requirement to be a strong fit for you. Ultimately, you want an agent you feel that you can get to know, like, and seem trustworthy.
6. **Availability & Communication Style.** Many real estate agents work full time while others sell real estate as a second job. Depending on your own work schedule, the two of you need to align on when you can meet to tour homes. Also, while most agents communicate via email, text, and phone, you likely have a communication style that works best for you. Make sure that works with your agent as well.
7. **Understand Your Needs and Wants.** You want an agent who will listen to your needs and wants and who will direct you toward those things. The real estate experience should be tailored toward each individual buyer and you want an agent who understands that and is willing to help you to meet your goals.