What to look for in a buyer's agent?

The ideal way to get a solid agent is via referral. Ask someone that just bought a house. If the feedback is great, there's your agent. If not so good, then read along so you can find the best agent for you!

As buyer you will never pay an agent to show you homes, write up contracts or anything else. There should be no exchange of money from you the buyer to the agent. Understand!

Nowadays there are a lot of ways to meet agents; social media, apps, ads and so on. Let's say you are at your first meeting with a new agent. The first sign to get up and walk away is if they immediately want you to sign an exclusive contract to work with them. There's nothing wrong with signing an exclusive agreement, but it shouldn't be the first thing that is done. I personally never ask my client's sign this because a piece of paper is not going to ensure the client stays with me. What does secure me working with this client, is hearing them out and looking out for their best interest. People can sense sincerity and that's what you want to sense when you meet with a new agent.

The initial meeting should involve some type of overview of the buying process. What will your costs be, the process and timeline of buying a home. If the agent can effortlessly explain this and provide examples, then you can tell they have experience and they will know how to handle your transaction.

Buying a home is a team effort. Effort from you the buyer, the agent, the lender, escrow and title companies. If your agent has a good relationship with a lender it's a win win for everyone. If you have a pre-approval, your agent would not be doing their job if they didn't ask their preferred lender to make sure you are getting the best rates. My client's never say no when I ask if they'd like to check if they can save money. The relationship with my lender is so good, there's no need to run credit! He can easily check the information you provide, plus he'll ask you a few questions and just like that - he can check. Most of the time my lender can save my client's money. Do you see why it's important to have the right connections with qualified people?

By the end of the meeting you should feel confident that this agent CAN get you to the finish line. Can you picture yourself, texting and talking to this person during the process?
I hope this helps but if you need more guidance please call me!

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