

Questions to Ask Before Hiring a Real Estate Agent in San Diego

FIND THE RIGHT AGENT TO SELL YOUR HOME



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Ready to sell your home?

Work with the right Real Estate Agent!

Selling your home can be a difficult process, but with the right real estate agent it doesn't have to be difficult. Finding the right real estate agent to help you strategize how to sell your home can make the process seem fun!

Working with an experienced agent can help you with a strategy to increase the value of your home, place your home for sale at the right time, and best negotiate offers. Finding a real estate agent who works well with you is essential for selling your home for the best possible price.



Background Information



Choosing a real estate agent is a big decision, especially if you don't know any already. Whether you know someone or are looking to interview others, you should choose the agent you work with for their experience and ability to sell your home.

Learning about their basic background information is a great starting point to understanding if they will work well with you:

How long have you been working in this business?

What is your strategy for helping a client sell their home?

Who is on your team?

Do you work as a real estate agent full-time?

Which brokerage firm do you work with?

Communication

This may seem obvious, but you want to work with an agent that has a communication style that matches yours. For instance, there are many moving pieces when it comes to selling your home, including scheduling viewings for buyers around your schedule. You'll want a realtor who will communicate with you as regularly as you prefer. If you're more hands-on, you may want an agent who lets you know what they're doing every step of the way.

Having open communication with your agent is a crucial element to a smooth real estate transaction.

What's your preferred form of communication?

How often do you communicate with your clients?

If I have a question for you, how soon should I expect a response?

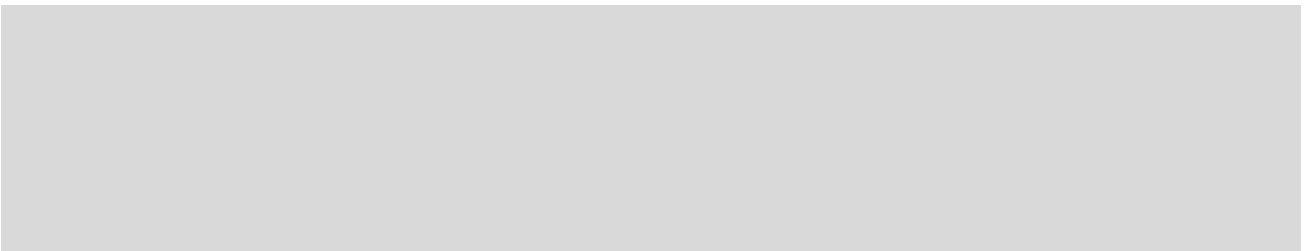
How do you stay organized?

Education & Marketing

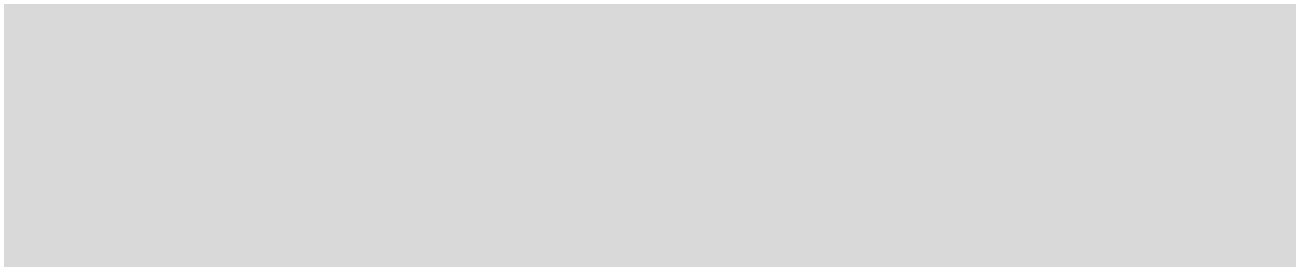
One of the most important parts of hiring a real estate agent is making sure they're knowledgeable and experienced in their craft. Real estate agents need to know the nitty gritty about real estate, from understanding how to negotiate the best price for your home to simple things such as staging a home to fetch a higher asking price.

Understanding your real estate agent's education, and how they can educate you on the selling process, helps improve and streamline your experience.

What education besides the required training have you done to supplement your career?

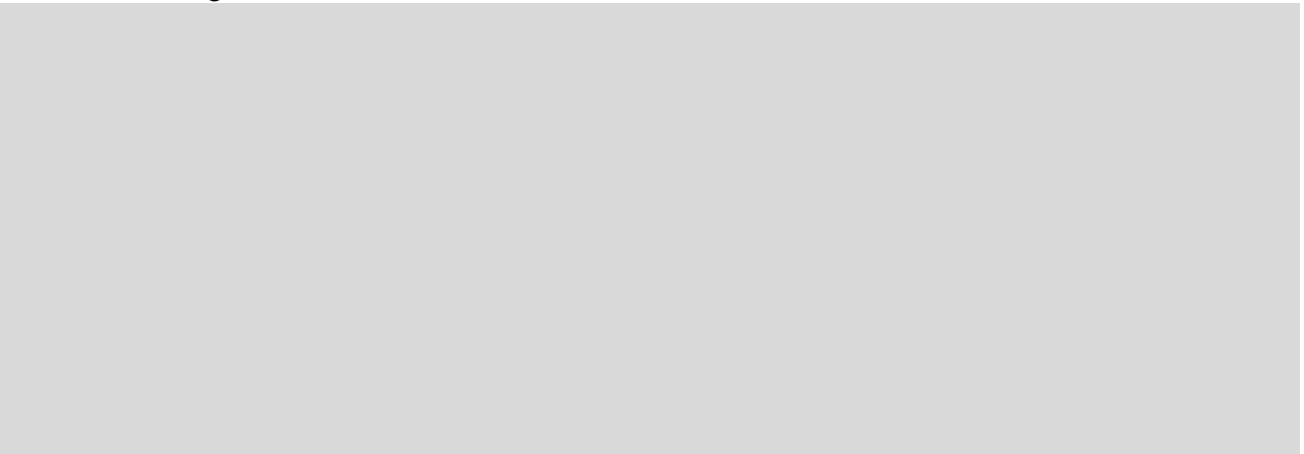


Do you offer any education for your clients?



How do you market your listings?

In today's fast-moving marketing, it's critical to find an agent who has a good grasp on marketing - you don't want to get stuck with an agent who just sticks a sign in the yard and puts your property on the MLS and never hear from them again.



Local Knowledge

Neighborhoods are unique just like people are! This is especially true in San Diego, where each neighborhood consists of tiny subcultures. Finding an agent who's knowledgeable about your area is important to marketing the property and attracting a buyer who will enjoy the neighborhood and its culture.

Do you have knowledge of what makes our neighborhood unique?

What have other homes in our area sold for?

What should we price our home at to be the most competitive?

What is the best time to sell in our area of San Diego?

Networking

The real estate industry is very relationship-based. If an agent is friendly and has a large network of other agents, they will have the resources to attract buyers quickly. This is especially helpful to extend your listing to other agents to find potential buyers for your home faster.

Do you work with other real estate agents?

What's your relationship like with other agents?

Are you able to show our listing to other agents to attract buyers quickly?

Now that you know what to look for in a great real estate agent, you're ready to get started. Print this packet and take it along with you to your interviews, so you can make an informed and educated decision on the right agent to hire!

We'd love to hear about your home and real estate needs!

Schedule a consultation with us to learn more about how we help our clients sell their homes with less stress and for more money! We'd love to interview with you to share how we market homes and impress our clients!

**SCHEDULE
NOW!**

