



GUIDE TO
**CHOOSING YOUR
REALTOR®**



AN OMDREB REALTOR® CAN HELP YOU...

- Review your list of wants and needs to help you determine your price range.
- Answer questions about the markets you're interested in and help you compare homes and neighbourhoods.
- Use our Board's MLS® System. Your REALTOR® can give you access to exclusive features that the public is not privy to.
- Preview properties to ensure you're only shown homes that meet your needs and keeping you on budget.
- Give up-to-the-minute information on financing and explain your mortgage options.
- Negotiate with the seller, smooth out any potential conflicts and draw up a legally binding contract.
- Save you time and effort by handling property searches, scheduling viewings, coordinating with the involved parties.
- Provide peace of mind by knowing you have a knowledgeable professional by your side to help you navigate the complex real estate process.

INTERVIEWING YOUR REALTOR®

Choosing a REALTOR® should be considered one of your most important decisions, much the same as choosing your attorney or financial adviser.

It is important to choose a professional who will advise you wisely and who will keep your personal goals at the forefront of all decisions.

You should interview several potential REALTORS®, just as you would interview any person you might be hiring for a job, to establish their specific knowledge and experience.

Don't be afraid to interview a few to compare and choose the one that best suits you and your interests.



ASKING THE RIGHT QUESTIONS

- **Are you a licensed REALTOR®?**

Agents cannot call themselves REALTORS® unless they have sworn to uphold the profession's code of ethics. Members of our Board have access to all of the most current information and training on the real estate business. Our Members have access to the MLS® (Multiple Listing Service®) System and can search through properties in Oakville, Milton and the Greater Toronto Area to find a list of those that meet your specific needs.

- **Do you have any designations, certifications, or special training?**

REALTORS® learn as much as they can about the real estate business through professional development seminars and are required to take a mandatory continuing education program focused on consumer protection, regulatory matters, and current industry issues in order to maintain their licenses.

Some professional development courses result in special designations. For instance, some REALTORS® are negotiation experts or specialize in working with seniors.

- **How do you communicate with your clients?**

If your REALTOR® prefers to communicate via email, but you want to be called on the telephone, the two of you will need to work out an agreeable plan. Your REALTOR® will work with you to set the appropriate parameters to best keep in touch.

ADDITIONAL QUESTIONS TO ASK A REALTOR®

Whether you are buying or selling, you might want to ask:

- How many years of real estate experience do you have?
- Can you explain in detail the process from contract to closing?
- What is the process you use to negotiate on my behalf?
- What is your average personal List/Sale Price Ratio?
- What is the average MLS® List/Sale Price Ratio?
- Do you offer a performance guarantee?
- What Percentage of your business is from past clients, referrals & spheres?
- Do you have testimonials/references from past clients?
- Do you do a professional Comparative Market Analysis (CMA)?
- Do you have a personal website? And if so, how many hits per day do you receive?
- Do you offer virtual tours in the MLS® & on your website?
- How do you determine the value of a property?
- Do you have a team or work independently?
- What sets you apart from other realtors in the area?
- How do you stay updated on current market trends and conditions?

HOME BUYING QUESTIONS

If you are buying a home, you might want to ask:

- Tell me in detail the type of information you can gather for me about a home listed for sale that may be of interest to me. (i.e. comparable sales, resales, disclosures, etc.)
- What type of assistance do you provide in finding a mortgage lender?
- Do you have any financial affiliations with mortgage lenders, and is that a conflict of interest?
- What role do you play in the mortgage lending, title and closing processes?
- How will you assist me in the inspection process?
- What are the on-going services you provide after closing?
- What are some common issues that arise during the home buying process, and how do you handle them?
- How do you assist buyers in finding homes that match their specific needs and budget?



HOME SELLING QUESTIONS

If you are selling your home, you might want to ask:

- What responsibilities do I have as the seller?
- Can you offer me some ideas on what I need to do to get my home ready for sale? (A good REALTOR® will have the experience to tell you what buyers like, and therefore what might need to be done to your home to have the best chance of selling for the most money possible.)
- Describe how you will help me in properly presenting my home for sale.
- What is your role in pricing, showing and taking offers on my home?
- How did you arrive at the listing price that you are recommending? With our current market conditions, pricing is more critical than ever before, because in today's market, buyer's have more choices than ever before. You want to make sure that your home is priced correctly right out of the gate. You can't afford to put your home on the market at the wrong price.
- What marketing strategies do you use to sell homes?
- What is your estimated timeline for selling homes similar to mine in the current market?
- How do you determine if buyers are qualified and will make it through closing?
- How frequently and in what way will you contact me with feedback on those who have expressed interest in or viewed my home?



DOING IT ALONE?

If you sell your home by yourself, you will get limited exposure by putting up a sign, running some ads, and telling your friends. If you work with a REALTOR®, you will get instant and mass exposure to a large number of prospective home buyers. who have expressed interest in or viewed my home?

A REALTOR® has access to the MLS® (Multiple Listing Service®) System. This computerized system operated by our Board, compiles information about listed properties in the area and makes it accessible to member companies. As a result, when a REALTOR® lists your home, REALTORS® from other companies learn about your home and try to match it with buyers who they are working with.

OTHER WAYS TO SPEED UP THE SELLING PROCESS

A REALTOR® can additionally speed the selling process in other ways:

- By specializing in real estate, a REALTOR® knows market values and can therefore help you set a competitive price for your home.
- A REALTOR® can free you from the hassles associated with showing your home and screen out people who are merely curious.
- A REALTOR® is objective when negotiating with buyers and experienced in reading the fine print of contracts.
- By staying on top of the mortgage market, a REALTOR® may know how to wade through financing tangles and clinch a sale.
- REALTORS® have experience navigating the legal requirements and paperwork involved in a real estate transaction. They can ensure that all the necessary documentation is completed accurately and in a timely manner, minimizing the risk of legal disputes or complications down the road.
- Selling a home is not something that anyone can do in their off-hours. It's a specialized service best handled by a professional OMDREB REALTOR®. [Click here to use our directory and find a OMDREB REALTOR® today.](#)

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