

Your Real Estate Advisor



81% of buyers purchase their homes through professional real estate agents.

10 QUESTIONS BUYERS SHOULD ASK A REALTOR

1. Are you a full-time professional Realtor®?
2. Do you have a personal assistant, team, or staff to handle different parts of the purchase transaction?
3. Do you and/or your company each have a website that will provide me with useful information for research, services, and how you work with buyers? Can I have those Web addresses now? And who does the emails? Can I have the email address now?
4. Will you show me properties from other companies' listings?
5. Will you represent me or will you represent the seller? May I have that in writing? How will you represent me, and what is the direct benefit of having you represent me?
6. How will you get paid? How are your fees structured? May I have that in writing?
7. What distinguishes you from other Realtors®? What is your negotiating style and how does it differ from those of other Realtors®? What geographic areas do you specialize in?
8. Will you give me names of past clients who will give references for you?
9. Do you have a performance guarantee? If I am not satisfied with your performance, can I terminate our Agreement?
10. How will you keep in contact with me during the selling/buying process, and how often?

De La Guardia Group combines many years' experience, a thorough understanding of the real estate market, and cutting-edge technology to provide buyers and sellers with competent advice and proven results.

