

Myths About Real Estate Agents

At Real Estate of Distinction, you will notice that we over emphasise the need to understand buyer-agent relationships. That's because I know you'll have a better home buying experience if you understand the ins-and-outs of working with real estate agents.

Let's get started by understanding these 2 common myths about real estate agents.

Home Buying Myth Number 1

I can find more homes for sale by calling lots of agents.

Maybe- but maybe not. If you are home shopping in a specific area, and the agencies belong to Multiple Listing Services, it means they all have access to the same properties.

Ask agents what areas they cover. Small-town agents might work a multi-county area. Agents in a city might restrict themselves to certain neighbourhoods or subdivisions.

Bottom Line

Researching and showing properties is time-consuming, so you'll get better service if you find an agent you like (within a given area) and stick with that agent.

Home Buying Myth Number 2

The agent with the most listings in town is the best agent to call.

Think about that. If an agent has that many listings to deal with, how much time do they have for buyers, especially buyers who might want to look at properties other than theirs?

Many top agents are turning to team systems, so time might not be an issue, but it's something to ask about when you interview an agent.

Bottom Line

A brand new competent agent can be every bit as effective as a seasoned pro. Someone working with fewer clients will have your needs in mind constantly.

Hire the person, not a line-up of listings. And that means Real Estate of Distinction.