



Sunday Column

By Grant Lopez, 2019 Chairman

6/16/19

Finding the Right REALTOR® to Sell Your Home

Selling your home is an emotional time, you've lived in the home and made memories that you'll always cherish. The process of selling your home can be overwhelming, that is why it is crucial to find the right REALTOR® to help you during this important time.

Your listing agent will help you navigate the process of selling your home, including deciding on the right price, marketing to buyers, determining repairs, and even staging. Your REALTOR® is your expert during this time, so it is important to find the agent who is right for you and your specific goal.

Interviewing prospective listing agents can be time consuming. It is recommended that sellers interview at least three agents to really determine which one will suit you best. Use these questions to help you decide which agent is right for you:

- How long have you been a REALTOR®?
- Have you sold any homes in my area this year?
- What is your fee?
- What is the typical price range of homes you sell?
- What is your marketing plan for my home?
- How do you typically communicate with your clients?
- How long are your listings typically on the market?
- What is your average sold-to-list price?
- Will I work with you directly or do you have a team?

These questions will help you determine if an agent is the right fit for you and your home. It is in your best interest to pick the agent that will help you achieve your goals, whether that is a specific sales price or a quick sell date.

For more information on buying or selling your home visit SABOR.com and use a San Antonio area REALTOR®.

####