

# Signs you have a bad selling real estate agent



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## **Do you have a good agent or bad?**

There are plenty of good-to-great agents and just a few bad agents out there. If you want a professional to help you sell a property, use someone with the title REALTOR®. Those with the title of REALTOR® have taken additional training and swore to follow a code of ethics. Remember the seller agent should have sole fidelity to the seller and not themselves. You should take full advantage of your agent's experience, training, and consider their counsel, but the final decision is the client's. Your agent should be knowledgeable, but if your agent is a total "Mister know-it-all", or argues each point with you because they are always right; this agent is probably not a good fit for your team. Remember there is a large amount of money involved, and they WORK FOR YOU.

## **If your agent promises your home is worth thousands more than the market**

Don't use what an agent suggests as a sales price for your home as a method to pick an agent. If an agent says your house is worth "\$750,000". Make them prove it by showing you multiple comps for **sold** properties (the market price) with a similar style (ranch, duplex, condo, bi-level, two-story), same square footage (within 10%), similar number of bed/bath, same level of upgrades, AND IN THE SAME neighborhood.

If they can't validate the price, kick their scamming carcass out the door. All they want is your signature on the representation contract. Many discount companies use this same tactic to sign sellers. A home with a market value of \$550,000 should be priced near \$550,000, not \$750,000. When a buyer is interested in your house, the buyer's agent will run comps and if it's overpriced, they will advise their clients to move on. It will not appraise at the inflated price, and the seller gets to start all over finding a buyer. Even in a seller's market, you will receive offers way less than what your agent suggested, or it will sit on the market for weeks/months, and then it becomes stigmatized. Potential buyers will make offers substantially less than the market value as "something must be wrong with it". Houses on the market for long periods of time typically sell for less than the market value.



## Unprofessional attitude or behavior

If any agent, of either sex, displays unprofessional behavior, sends rude emails, makes inappropriate comments or jokes, sexual advances, is constantly profane, repeatedly shows up late, does something which costs you a potential deal, wastes your time and energy, and especially if they make the hairs on your neck go up - trust your instincts and walk away. You should expect all agents to act in a professional manner.

## Unethical or dishonest

You absolutely don't want to be dealing with someone who is unethical or dishonest. If they are two-faced, if you catch them lying to you, lying to someone else, advising you to lie or omit known house issues and disclosures, make false advertising claims, or exhibit any other types of dishonest or unethical behavior - Walk away and quickly. They are more likely to get you into legal trouble including lawsuits after the sale of the property is completed.



## Lazy, unorganized or unresponsive

You should expect prompt response to any emails, texts, and calls. Your agent should be readily accessible, especially if something is urgent, and they should never miss a deadline (at least tell you when you are close to a deadline). What you expect as “promptly” is a client’s expectation, and you should make this requirement known to the agent. **Remember functional communication is a two-way street.** You need to be responsive as well. If the agent is lazy, unorganized or too busy to work with you, find one who is a better fit to your needs and your team.

Your agent should be very active in listing process. You want one who hustles. If you have a listing and it isn’t selling, the comment *"We should lower the price"*, should only be made after your agent has done everything he can possibly do to market the house, hold open houses, and get the place noticed. He should be presenting ideas and feedback. Maybe there is a certain niche marketing which could be targeted. Maybe there are some minor upgrades or fixes to make the property more sellable? They might suggest having the home staged. They should be going through all the options from the beginning.

## Unwilling to cooperate

You should take full advantage of your agent’s experience, training, and consider their counsel, but the final decision always belongs to the client’s. If your agent is a total “Mister know-it-all”, or argues each point with you because they are always right; this agent is not a good fit for your team. Rethink what type of person you want on your team. It should be a good fit.

## Inexperienced agents are not always bad.

Inexperience alone does not make someone a bad agent. Inexperience (those who have their license for a year or two), should not be your reason to not work with an agent. They will probably work harder than agents who have been in the business for decades. Most modern brokerages have excellent mentor and training programs. New agents are required by the state of Colorado to be closely supervised by a managing broker or designated mentor. You should know your agent well enough to know about their corporate support program. Very few agents are actually working alone as the managing brokers are responsible to the State of Colorado for their agent's actions. Working with an inexperienced agent typically means you are getting two or more agents for the price of one.

## Discount brokers

You are already starting out at a disadvantage if you are dealing with a discount broker. You should not be surprised to find out discount service is what you are getting. They often offer to sell your home above market price to entice you to sign, and after extensive time on the market, they will push to lower the price where it will finally sell. Often below market value. When you want fine quality furniture, would you go to Walmart or Woodley's? Shopping at the discount dollar store is fine for some things, but not when selling your home.

## How do you report a bad agent?

Your first step should be to contact the agent's management. Ask for the "managing broker". The brokerage cannot afford to have these types of individuals in their company. If their response proves unsatisfactory, you can and should formally report them. If the individual is identified as a "REALTOR®", then contact the local Colorado office of the National Association of REALTORS® <https://coloradorealtors.com/legal-help/file-a-complaint/>. If the individual is listed as a "broker" or "associate broker" you should contact the Colorado Department of Regulatory Agencies (DORA) via their website: <https://apps.colorado.gov/dre/licensing/Activities/Complaint.aspx>.

## How to get rid of a bad agent

If you have signed a representation contract with an agent and find they are not working in your best interest or lying to you, you can fire them. I am not allowed to tell you how to do this, but your contract or legal counsel can tell you how to do this.



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## What do you do next?

Get a referral from anyone you know, like, and trust. A good real estate agent on your team will be a major help and protection for you. **You should "know, like, and trust" your agent.** They should be a part of your team for long term and multiple deals.

<sup>i</sup> [https://media.istockphoto.com/id/491872511/photo/heap-of-packs-dollars-lots-cash-money.jpg?s=612x612&w=0&k=20&c=u530JAIFBv46bpLDZZ0\\_qYQRiZvXsxBcQW7kkte2Y70=](https://media.istockphoto.com/id/491872511/photo/heap-of-packs-dollars-lots-cash-money.jpg?s=612x612&w=0&k=20&c=u530JAIFBv46bpLDZZ0_qYQRiZvXsxBcQW7kkte2Y70=)

<sup>ii</sup> [https://cdn.pixabay.com/photo/2014/06/06/15/11/crossed-fingers-363478\\_\\_340.jpg](https://cdn.pixabay.com/photo/2014/06/06/15/11/crossed-fingers-363478__340.jpg)

<sup>iii</sup> [https://media.istockphoto.com/id/1222018004/photo/employer-shows-phrase-you-are-fired-wrongful-dismissal-concept.jpg?s=612x612&w=0&k=20&c=s6cFbmO2czxHC763eUeCjFzCO\\_i29FnuNIPHLbygbBc=](https://media.istockphoto.com/id/1222018004/photo/employer-shows-phrase-you-are-fired-wrongful-dismissal-concept.jpg?s=612x612&w=0&k=20&c=s6cFbmO2czxHC763eUeCjFzCO_i29FnuNIPHLbygbBc=)