

# Signs you have a bad buying real estate agent



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There are plenty of good-to-great agents and just a few bad agents out there. If you want a professional to help you buy 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 sellers typically pay the seller and buyer agent commissions, but the buyer agent has sole fidelity to the buyer, not the seller.

## **Bad Real Estate Agents**

### **Unethical or Dishonest**

You absolutely don't want to be dealing with someone who is unethical or dishonest. If you catch them lying to you, lying to someone else, they advise you to lie/make false claims, or exhibit any other types of dishonest or unethical behavior - Walk away and quickly. They are more apt to get you in legal trouble including lawsuits after the sale of the property is completed.



### **Unprofessional attitude or behavior**

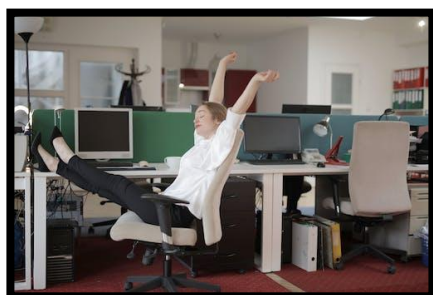
If any agent, of either sex, displays unprofessional behavior, sends rude emails, makes inappropriate comments or jokes, sexual advances, is constantly profane, repeatedly shows up late, does not negotiate for you in good faith, does something which costs you a potential deal, wastes your time and energy, or if they simply 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.

### **Unwilling to Cooperate**

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 you are spending a large amount of money on this purchase, and they are working for you.

### **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 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. Communication is a two-way street. If the agent is lazy, unorganized, or too busy to work with you, find one who fits your expectations and your team.



## **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 them as 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 to be closely supervised by a managing broker or designated mentor. You should get to 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.

## **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 do you 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.



iii

## **Conclusion**

Real estate can be bought without using a buyer's agent, but you would miss out on their experience, their knowledge of Colorado laws and requirements, their ability to write and execute contracts on your behalf, protection of their agent insurance, and typically they don't cost the buyer a cent. 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.

Note: Some points of this pamphlet are based upon an excellent BiggerPocket article by [Andrew Syrios](https://www.biggerpockets.com/blog/8-signs-bad-real-estate-agent?utm_source=newsletter) of [https://www.biggerpockets.com/blog/8-signs-bad-real-estate-agent?utm\\_source=newsletter](https://www.biggerpockets.com/blog/8-signs-bad-real-estate-agent?utm_source=newsletter).

<sup>i</sup> <https://images.unsplash.com/photo-1618590067592-a867d8b44403?ixlib=rb-4.0.3&ixid=MnwxMjA3fDB8MHxzZWZFY2h8NzZ8fG1hc2t8ZW58MHx8MHx8&auto=format&fit=crop&w=500&q=60>

<sup>ii</sup> <https://images.pexels.com/photos/3790848/pexels-photo-3790848.jpeg?auto=compress&cs=tinysrgb&w=600>

<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=s6cFbmO2czxHC763eUeCjzCO\\_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=s6cFbmO2czxHC763eUeCjzCO_i29FnuNIPHLbygbBc=)