Top Ten Suggestions for Selecting a Real Estate Agent:

In order to find a real estate broker or agent who meets your needs and makes your buying or selling experience a positive one, TRUSTED ADVISORS recommends you:

1. *DO NOT* blindly walk into or call a neighborhood firm and ask for an agent at random.

2. Ask friends and family for recommendations.

3. Interview several real estate agents:
   - Find out their history with the brokerage, their experience and background.
   - Gauge their knowledge of your favorite towns.

4. Pay attention to whether a potential agent is listening closely to what you say.
   - Is he or she asking follow-up questions which prompt further explanation and help him or her understand exactly your needs and wants?

5. Give a potential agent the opportunity to educate you.
   - A good agent should walk a customer through the buying or selling process before ever showing properties or discussing a specific transaction.

6. Have a good idea of what you expect from an agent and communicate those expectations.
   - How often do you want to hear from your agent?
   - Do you want to hold meetings at your house rather than the real estate office?

7. Weigh the benefits of working with an experienced agent versus a novice.
   - An experienced agent may have more insight, but a new agent may have innovative ideas or more energy and time.

8. Find an agent who complements your personality.
   - If you like to start your day at 7:00 a.m., don't choose an agent who arrives to the office at 10:00 a.m.
   - If your preferred method of communication is e-mail, don't choose an agent whose most advanced technology is a fax machine.

9. Evaluate the agent's firm and/or office.
   - Look for a real estate organization whose agents can empower you with real estate expertise and resources and provide first-rate customer service.

10. Look for an agent who will be your *partner*.
    - Find someone you trust, who will give you the facts, help you make intelligent, well-informed decisions and work with you throughout the entire process.