

# 6 TIPS FOR SELECTING A REAL ESTATE AGENT

---

## EXPERIENCE

Anyone can call themselves a good Real Estate Agent, but typically the proof is in the transactions. Selling a home can have some very complicated components, both on the listing side and the selling side. Especially in a fast-paced market, there are exaggerated risks and opportunities. GR Home Team has a combined 45+ years experience in all types of markets.

## MARKET KNOWLEDGE

A good agent should be able to speak about their market with utter fluency. If they cannot give you an educated and thoughtful answer, then you probably need to keep looking for a more knowledgeable agent. GR Home Team sells more homes than 99% of local agents. We know and help control the local market conditions.

## NEGOTIATING SKILLS

Most transactions typically have some complicated components and require refined negotiation skills. You're hiring an agent to get you the best value for your hard-earned dollar and to navigate and explain all contract conditions. We are Certified Master Negotiators and have sat on the committees that write and interpret the contracts.

## COMMUNITY AFFILIATIONS

Respected agents are involved in their communities. You are hiring someone to manage your money and your family through some stressful and often gray areas. Choose someone known by their actions for their ethics and advice. GR Home Team sits on many local boards and volunteer organizations.

## REFERENCES

Any agent should have a list of references available to you. More than 80% of our business comes by word of mouth from satisfied clients.

## LOCALLY RECOGNIZED FIRM

Working with a well-known brokerage like Keller Williams has its advantages. When you hire GR Home Team, you know you're in good hands. GR Home Team is recognized locally, regionally, and nationally, both as a top-performing team and as individual agents.

