

# TREB: Choosing a Realtor that's right for you

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A recent Ipsos survey for the Toronto Real Estate Board showed that in 2015, 73 percent of home buyers used a Realtor, while 81 percent of respondents planning to purchase a home in 2016 will use Realtor services.

This demonstrates the high value that home buyers across the Greater Toronto Area place on the knowledge and expertise of Realtor and the services they provide.

While most people understand the value of using a Realtor to facilitate their real estate transaction, many may not understand how best to select the perfect professional for their needs. The right Realtor will advise you wisely and prioritize your personal goals. They can help you buy your dream house or sell your existing home efficiently. Below are a few tips to help select the right Realtor, for you.

A general rule of thumb is to shop around. Sit down with two or three Realtor professionals to discuss your needs. You'll be able to establish whether or not you have a good rapport on a personal level and whether the Realtor is able to provide the services you need. At the end of the day, you'll feel better knowing you consulted multiple people before making a decision.

The first thing you may want to establish is whether or not the person you interview is a licensed Realtor. Members of TREB are licensed Realtors and abide by a professional code of ethics, have access to current information and training, and can search the MLS System for thousands of GTA properties or list your home to attract the right buyer.

If you're not sure what to ask your prospective Realtor, here are some questions to help get you started:

- How often will you communicate with me and through what channels, e.g., text, e-mail, or phone?
- How experienced and familiar are you with my target area?
- How has your business changed in the last five years?
- What

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- What would you list my home for?
- How often will you send me listings?
- What do you expect of me?
- Will you represent me directly or will someone from your team be my point of contact?

It's always a good idea to ask for others' opinions. Consult your family and friends for recommendations. You can also ask your prospective Realtor for a list of references.

The importance of selecting the right Realtor cannot be understated. I hope these tips will serve you well in making your decision. Good luck!

Talk to a Toronto Real Estate Board Professional Member Realtor. For updates on the real estate market, visit [www.TREBhome.com](http://www.TREBhome.com). If commercial property is what interests you, contact a TREB Commercial Professional Member Realtor by visiting [trebcommercial.com](http://trebcommercial.com).



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