

# South Florida Sun-Sentinel

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**Question:** How do I choose the right agent to sell my home?

**Answer:** Choosing the right real estate agent for you is a very personal action, but one of the most important steps in selling your home. Who you choose can make the difference between a positive experience ... and one you may regret. First, choose an agent you like and with whom you are comfortable. That doesn't necessarily mean picking a friend or relative; it does mean selecting someone who is schooled, trained, and committed to work for you. Those qualifications can be crucial when it comes to negotiating on your behalf and finalizing paperwork. At the very least, interview two or three people from different agencies, asking each the same questions to help you understand what they will do to sell your home. A good first question can be whether they are a realtor. Not all real estate agents are realtors, but all realtors undergo rigorous professional training and must adhere to strict ethical standards. Other questions should include:

- What is your real estate background?
- What type of productions have you had in the past year?
- How will you market my home?
- Will you personally coordinate meetings with prospective buyers?
- Can you provide names and telephone numbers of families who have recently used your services?

It's your home. Take time and research the person to whom you are entrusting it.

Have a question?  
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