

FINDING THE BEST REALTOR FOR YOU!

- 1. Choose a Realtor that best suits your personality!

By sitting down face to face with a prospective agent, you can really gauge how well the dynamic between the two of you works. It is incredibly important to choose an agent who makes you feel extremely comfortable since you will be spending many of the next waking hours with this person.

To learn more about me we can either meet for coffee- I like Dunkin Donuts better than Starbucks, but I never refuse a good latte, we can chat on the phone, or you can read a few of my blog posts at www.judygreenberg.com.

- 2. Choose a Realtor you trust!

There are certain professions where trust is of the utmost importance and included in this list is realtors. A good realtor is someone who you know will do his or her best for you.

No -brainer! The high level of integrity and complete honesty bred into me enable you to put your trust in me to help YOU with your next real estate purchase. I will provide you a list of my past clients in order for them to give you a good idea of how I operate. A great percentage of my business is referral based.

- 3. Choose a full- time Realtor

These days, it seems that almost everyone's a realtor. Some realtors do it as a hobby, and some do it as a full time job. I do it almost 24/7. By hiring a full time realtor, you help assure that their search for your new home is full time as well. During your search for the perfect home, a realtor will be looking for the home on the multiple listing service that meets all of your criteria.

I go beyond that. Many times when I have a buyer in a specific price range and they can't find a home that they are truly in love with, I go the extra step. I ask the realtors in my office, Coldwell Banker Residential Brokerage, if anyone has a listing that they know that is coming on the market soon. If this networking proves unsuccessful, I take it one step further and ask my close friends and colleagues I trust in the other offices in town to see if they know of any listing that is going to meet the needs of my buyers. Although inventory is high, and you are probably laughing to yourself that a person can't find a home in today's market, many times the best homes do not even hit the market

- 4. Choose a Realtor who wants what you want.

Will your realtor listen to your needs and wants and understand that during this process your needs will change.

It took me 2 years to find my dream home, so I completely understand! I work hard to ensure each move and home purchase/sale is as smooth and pleasant as it can be. Buying a home can be stressful, so my goal is to take some of that stress away.

- 5. Choose a local Realtor.

It is important to choose a realtor who knows the area like the back of her hand. Your realtor should be completely versed in the schools, subdivisions, school districts, boundary lines, commuting, type of water the home uses, conservancy laws, etc

Let me give you an example. Suppose a school district changed boundaries within the last few years. Many listing realtors are relying on old school information, and submitting incorrect schools or incorrect spelling of schools on the MLS sheets. This is happening more frequently today, especially with the influx of foreclosures and bank owned property on the market. The seller's bank hires the Realtor and this realtor may live and work hours from the property. If a buyer's realtor does not know the area, they will incorrectly rely on the listing agents mistakes.

When you are negotiating on behalf of your client, it is always better to be the one who is more knowledgeable about the area. If you are representing the buyer and the seller won't budge on the price, you always have the advantage if you have seen the inside of the comparables and the reason that they sold for the price they did. A local realtor has the upper hand in the negotiations.



If you would like more information about Chicago's Northwest and North Suburbs, please do not hesitate to call me at 847-602-5435

The above information regarding was provided by Judy Greenberg, Realtor with Coldwell Banker Residential Brokerage

Judy's websites,

www.movetolonggrove.com , www.buffalogroveareahomes.com and www.judygreenberg.com will provide you all the information regardless as to whether you are a potential buyer or seller!

Judy can be reached at 847-602-5435 or via email at info@buffalogrovehomes.com. Judy has helped people move in and out of **the Chicago Northwest Suburbs.**