

# 5 Tips For Working With Your Agent



1

## Make Your Expectations Known



1 Do you want to travel to open houses together?

2 How do you want them to communicate with you?

How often?

What times of day?

3 What is your goal and timeframe to find your home?

4 Will they automatically send you listings they think are good for you as they pop up, or will you get a weekly email?

2

## Talk Through Must-Haves & Neighborhood Preferences



Let your agent know home features you absolutely cannot live with and without, as well as wishlist features. Remember they might not all be possible, so it's helpful to rank. Share the why behind your preferred neighborhoods so they can help you find similar areas, if needed.

3

## Discuss Open House Protocol

Will you attend together?  
Should you leave your agent's business card with the agent hosting the open house?



4

## Be Transparent With Your Budget

Make sure your agent knows your ideal and maximum budget so they can provide houses in your price range (in competitive markets, houses may sell for higher than listing).



Ask your agent about your local market and what to expect. This information will also help your agent negotiate for you down the line.

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## Understand Agents Work On Commission



If an agent does not transact (help you buy your new home), then he or she won't get paid. Agents are highly motivated to do a good job for you. (When you are a buyer, the commission your agent gets comes from the seller's agent - you don't pay them!) Your agent is on your side.