



How to swim with the sharks without getting bit

Team Henry
jimhenry@jimhenry.com
www.TeamHenry.com
800-221-SOLD
715-381-4904

Buying a home can be a wonderful experience or it can be an absolute nightmare, depending on who you're working with, as far as: sellers, buyers, agents, attorneys, title companies, home inspectors, appraisers and anyone else involved in the transaction.

Buying or selling real estate today is too complicated to go it alone, with disclosures, lawsuits, liabilities, etc... it's very easy to end up in a bad situation, where you're left holding the bag, so to speak.

Unfortunately, like many other areas of business, there are good real estate professionals and there's the one's that give us a bad name. Your task is to find a good one to work with and for you.

Where do you start? Often times people will begin by asking friends and relatives who they've worked with or have experience with, getting first hand accounts of how the real estate professional conducted themselves, including what they liked and disliked about the job they did for them.

Another place someone may look to in finding a real estate professional is to a friend or relative who's in the business. Often times this may work out well, but don't fail to do your due diligence in researching their ability to do a good job for you, simply because you know them. That's one of the areas of greatest complaints I hear is when they just went ahead with them because they were a friend or family and they didn't do a good job or put forth the expected effort in the end.

Things to ask any real estate professional you're considering working with: how long have you been in the business? How many homes have you sold? What are your areas of specialty? How do you communicate with your clients? Do you have a team? Do you have any designations or advanced training or experience? Do you have references I can call? And any other questions that help give you a better feel for them doing a good job for you.

Designations to Look For:

- Realtor Member – regulated by code of ethics
- ABR – Accredited Buyer Representative (Bachelors degree of Real Estate)
- GRI – Graduate Realtor Institute (Masters degree of Real Estate)
- CRS – Certified Residential Specialist (PHD degree of Real Estate)
- Broker – Highest licensing in the state



RE/MAX associates plus
2217 Vine Street, #200
Hudson, WI 54016