

# What To Expect

## From An *Agent...*



### A professional agent should:

1. Give you a complete marketing proposal prior to taking the listing.
2. Have a list of references.
3. Be a full-time professional or have production to substantiate this designation.
4. Have a complete and competent team of affiliates.
5. Assist you in pricing your home properly. Have substantiating data.
6. Guide you on necessary and optional repairs.
7. Pre-qualify potential buyers.
8. Continually negotiate on your behalf, throughout the sale process.
9. Have a contact with potential buyers.
10. Have a thorough understanding of financing to aid potential buyers.
11. Have contact with numerous other agents (i.e., Multiple Listing Service)
12. Create marketing items specifically for your home.
13. Give you a weekly status of your listing.
14. Be associated with a national referral source.
15. Help buyers find and obtain necessary loan money.
16. Be willing to put this in writing, at the onset.

For more information contact:

[www.SanDiegosFinestRealEstate.com](http://www.SanDiegosFinestRealEstate.com)

(858) 755-2111 Telephone • (858) 630-2120 Facsimile