

Choosing the right agent for you



By **Rosanne Kolodenko**
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There is no difficulty in finding a Realtor in Boulder County. I run into one almost everywhere I go. The challenge is to find the right Buyer's Agent to represent you with the purchase of your home. You want an agent who is willing and able to help you find and secure the right home, with price and terms favorable to you, while taking you safely and efficiently through the purchase process.

First of all, you want someone who cares about you more than they care about a paycheck. Most Realtors get paid only when a property closes. Be sure that your agent won't rush you to that end. One of the duties owed to a client by their Buyer's Agent is to put the client's interests above their own.

Buyers sometimes ask Realtors they're interviewing how many clients they have, thinking that there's an advantage to working with those who present themselves as "Top Producers." Be sure that you're not going to be part of a production line. You want an agent that will take the time needed for you to have a successful transaction.

Rapport is important. Does it seem like you will work well together? Do you feel that you can trust this person? This is one of the biggest investments of your life. Work with someone you trust to be your advocate; someone who understands your needs, and who will stand up for your interests.

Of course, you want an agent who is skilled and knowledgeable as well. When seeking possible agents, ask these questions: How long have they been licensed? Have they continued their education beyond the basic requirements? Are

they knowledgeable about the area you are looking in? Will they stay on top of things so that the transaction runs smoothly and efficiently? Have they been highly recommended by past clients? Do you feel that they have the expertise to guide and protect you in the complex process of buying a home?

I've had many clients come to me dissatisfied with their previous Realtors, feeling they weren't being adequately represented. Ask if there is a termination clause in the agency contract so that you have an out if the relationship is not working. I add one to mine. As a Buyer's Agent I can't legally work with someone without a signed agreement, but I don't want anyone to feel that they're stuck with me if the relationship doesn't work.

There is a specialized type of Buyer's Agent called an Exclusive Buyer's Agent, who represents only homebuyers, in a company that represents only homebuyers. These agents, as well as their companies, have no loyalties to any sellers. Some buyers may choose to work with an Exclusive Buyer's Agent, knowing that they and their companies are free of the conflicts of interest that can arise from representing both buyers and sellers. Instead of selling homes, they help people buy them.

Realtors desire ready, willing and able buyers. Buyers should seek ready, willing and able Realtors. Your Buyer's Agent is working for you. Choose one who will do so wholeheartedly.

Rosanne Kolodenko is a Realtor and the Broker/Owner of her local, independent real estate company. She is an Exclusive Buyer Agent, and her company is an Exclusive Buyer Office, representing only homebuyers and working as their advocate. Rosanne is an officer of the Colorado Exclusive Buyer Agents Association. She serves Boulder County and the surrounding area. You can contact her at 303.447.1112 or Rosanne@BoulderBuyerAgent.com, or visit www.BoulderBuyerAgent.com.