



Our Answers to the 15 Questions You Should Ask An Agent Before Hiring Them To Represent You In The Purchase of a Home

1. What Do You Already Know About Me?

This day and age, with so much information at our fingertips, it is important for us to know as much about our prospective clients as possible. Meeting you is the equivalent of a job interview for us. We would never show up to a job interview without knowing as much as we can about the company we are being interviewed by. The same should be true of this interview. If we don't start our relationship by researching you, how could you expect us to properly research the properties or sellers we will be encountering?

2. Are You A Full Time Realtor, or Do You Have Another Job?

I am a full-time dad and Realtor. Our team culture is built on the premise of family first. Our team members all have different home lives, and we work together to make sure that our client's needs are being served at all times. So, if one of us needs to be with our family at any given time, there is always another team member able to step in and keep the transaction moving forward without headaches.

3. How Long Have You Been In Real Estate?

I have been licensed since 2010. The experience of our team members varies. All of our agents attend regular training and continuing education to consistently improve on their ability to serve our clients.

Aside from being a real estate agent, I am also certified by NY State as a Real Estate Instructor. I hold team training sessions on a weekly basis to keep our agents at the forefront of our industry.

4. How Many Clients Have You Worked With This Year?

So far, we have worked with over 30 buyers and sellers. Everyday we look to add another potential client to our database, but I am always certain to never overload any of our agents. Should we need to hire more help on the team to better serve our clients, we have that ability.

5. What Tools Do You Utilize for Buyer Clients?

We host quarterly workshops geared to help first time home buyers.

We have a full arsenal of vendors to refer to both our buyers and sellers.

Collaborate is our favorite home search tool.

RPR is our key property analysis software that helps us determine a fair offer on a property.

GeoData is a tool we use to research property history and any existing liens, CO issues, etc.

Profiles is a service we utilize to stay informed on Lis Pendens, Foreclosures, and Recent Home Sales

Homesnap is another one of our favorite home search tools that makes the process of finding a home even easier.

6. What Areas Do You Primarily Work?

Our business is very much referral based. Very often, our past clients refer us to friends and family all over NY and even other states.

We primarily try to focus our business in Suffolk County. Should a client need our services outside of Suffolk County, we have an exclusive referral network of top agents across Long Island that we can refer you to.

We are also able to connect you with the best in the industry across the nation and even in some foreign countries. We **DO NOT** just look for any agent to refer your business to. We spend time cultivating relationships with the best agents we can find and work closely with them to ensure our client's needs are being handled the same way we would personally handle them.

7. Will You Be Showing Me Houses, or Will Your Assistant?

You will be assigned the agent that best suits your needs and availability. Whether it is me personally, or any of our team members showing you the houses, I will always be the one oversees the negotiations, advises the team on what actions to take, and will answer any questions you may have.

8. Are You Willing to Work with Me if I Find a FSBO?

Absolutely! Our job is to help you find a home that fits your needs. Whether it is on MLS or another listing service, or For Sale By Owner, does not change our job description.

9. How Do You Negotiate Deals?

We thoroughly research all comparable homes as well as the sellers. Determining the seller's motivation, where they are headed, and ideal situation is key to developing a negotiation plan.

Our job is not to get you the property for the least amount of money. Our job is to get you into a property without overpaying, with the least amount of headaches, and advise you on the best course of action based on our expertise.

10. Do You Attend the Home Inspection?

One of our team members will always be present. I make every effort to personally attend if my schedule allows.

11. Do You Attend the Appraisal?

As a buyer, you are actually not allowed to attend the appraisal. Therefore, it is important that one of our team members not just attends, but also provides information for the appraiser to help them determine the value of the home and keep the deal moving forward.

12. Do You Attend the Final Walk Through?

Our team keeps records of every conversation that takes place throughout the transaction, and ensures that all promises have been kept by attending the final walk-through with a checklist in hand.

13. Do You Attend the Closing?

Although the presence of an agent is not needed at the closing table, I've always found it to be the best part of my job. I always try my hardest to attend every closing I can.

14. How Do You Feel About Dual Agency?

I personally do not feel that dual agency is fair to either party, and therefore I always refer one party to a different agent. We always put the needs of our clients ahead of the needs of our own pocketbook.

15. What Differentiates You from Other Agents?

At the end of the day, I believe this business is about relationships. We are in the business of trust, hugs and high-fives! Our client's needs are of primary importance, but we will never sacrifice our families' needs or our own morals for the sake of a transaction.

Money is not the motivation... the determination to live a life we can smile about is what drives our success. We do this by creating lasting relationships with our clients and colleagues that transcend the real estate transaction. Want to buy your home with us?