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Indicators of a Good Realtor by [Zoe Sykes](#)

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Whether you're looking to buy or sell your Gilbert Arizona home, a good real estate agent is essential – but also hard to find. It is vital to have complete knowledge of the real estate market, access to the latest listings of homes for sale in Gilbert, and have an in-depth knowledge of the community. This process is not easy. It can be tedious and unpredictable but having someone you can trust by your side can make all the difference in the world. That's why you need experienced and professional Gilbert AZ real estate agents.

Indeed there are many real estate agents but you should be looking for the best of the best Gilbert Real Estate agents. The following are traits and/or characteristics a top realtor should possess:

*Professional

You would not want to work with a realtor who appears sloppy or too casual. A realtor who seems to be ill-prepared may indicate how he will handle your business transaction. Look for someone who behaves professionally but makes you feel comfortable during your meetings. Also, your realtor should be able to exhibit the trait of "going the extra mile." From the common courtesy, a good realtor should always prioritize their client's best interest.

*Knowledgeable

Most realtors did not grow up in the area they cover. As such, they can only give you basic information on the general location of the properties they show. You also need to keep in mind that just because your realtor has a license, it does not automatically mean that he knows how to navigate the process. Once you establish the person is not completely new to the business, quiz them about the market and trends about the homes for sale in Gilbert AZ. Make sure you are satisfied and convinced enough that the realtor has in-depth knowledge of the market area and that they are capable of providing you all the information you need.

*Communication

Make sure your agent can explain the process and what comes next so that your expectations can be set. Should you have any problems, your realtor should be in communication beforehand to explain why an issue exists and what can be done to fix it. A good realtor should keep you informed of their whereabouts – if they are taking a weekend away or if they are not going to be easily accessible to communicate as of the moment. A top notch realtor will maintain an open communication with you and actively listen to your needs, wants, and desires.

*Truth

If you have doubts on what an agent is telling you, you might want to reconsider your real estate relationship with him/her. Be skeptical and have them prove that they are working with your best interests at heart. The sooner you know your realtor is trustworthy and honest, the better. You don't want to be halfway the process of buying or selling and realize that you can no longer trust your agent.

*Reputation

The longer your agent has been in the industry, the more experienced they are to predict various

situations. It is important that your agent can foresee and detect an upcoming issue. This can save you the frustration and stress during your business transactions. Verify that your potential realtor is in a good standing. Ask for references or even their past clients.

The value of a good realtor cannot be overstated. When you make the decision to buy or sell real estate, your success will largely depend on your agent and their ability to promote or market you, their client. Hence, a good realtor can save you time, money and heartache.

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