



Ready, set, **sell!**

What to look for when hiring a real estate agent

By Debra Gelbart

Choosing a real estate agent to list your home when you're ready to sell doesn't have to be daunting. Jan Leighton, 2021 President of the Arizona Association of REALTORS®, offers advice for finding the right agent to be your advocate.

Keep in mind that not every agent is a Realtor. An agent has obtained a state license to assist consumers in buying or selling properties, according to California real estate expert Elizabeth Weintraub. Realtors are agents who have also become members of the National Association of REALTORS®.

When looking for an agent, Leighton said you should ask friends and family for recommendations. "Focus on someone who's a full-time agent and works in the area where you intend to buy or sell," she said, adding that the agent should

have an extensive list of lenders, interior designers, contractors and lawyers — all professionals you may need during the home-selling process.

Veteran or newbie?

While choosing a seasoned real estate veteran is a good plan, there can also be advantages to working with a newer agent. "A new agent may have more time to concentrate on your transaction," Leighton said. "Feel free to ask a 'newbie' about their training and access to mentors."

What to ask

Finally, Leighton said be sure to ask a prospective agent these questions:

- What type of **representation** do you provide? (Some represent buyers; some represent sellers; some represent both.)
- What **experience** do you have in my area?
- How would you **price** my home?
- How will you **market** my home?
- What is your **fee**?

In addition to asking about **recent home sales** in your area, you should also request a **comparative market analysis**.



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SE DEVELOPMENT OF THE MONTH



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Santa Rosa Crossing

Centex

This affordable community offers easy access to Highway 347 with short commutes to employment hubs and nearby amenities. Eight home designs are offered.



Centex



Number of homes: Approximately 351
Prices: From the mid \$200s
Address: 43717 W. Cypress Lane, Maricopa
Directions: Take I-10 toward Tucson. Exit 164 for AZ-347. Right on N. John Wayne Pkwy. Left on Bowlin Road. Community is at end of the road.
Beds/baths: 2-4 beds, 2 baths
Square-footage: 1,200-2,300+
Sales office hours: 10 a.m.-6 p.m. daily; noon-6 p.m. Wed. Virtual appointments available.
Phone: 520-463-7520
Website: Centex.com/SantaRosa

BUILDER NEWS

Rosewood Homes has closed escrow and will immediately commence development for two luxury home neighborhoods within the new 462-acre Storyrock community. Storyrock is located just east of Troon Mountain and bordered on three sides by the 30,000-acre McDowell Sonoran Preserve. The community offers views of the McDowell Mountains, Four Peaks and Troon Mountain along with access to more than 150 miles of trails within the Preserve.



The Final Release

Living In Luxury

Welcome home to North Scottsdale's premier address for active living, 7180 Optima Kierland. Secure one of our final two-bedroom homes that feature premium finishes, floor-to-ceiling windows with stunning mountain views, spacious private terraces and thoughtful appointments throughout. Enjoy exclusive amenity spaces, including a heated rooftop lap pool, golf simulator and basketball/pickleball court, as well as a state-of-the-art fitness center and rooftop Sky Deck. We are now over 90% sold. Don't miss your chance to live a life of adventure and boundless activities in this coveted destination.

Residences starting from the high-\$900,000s. Sales Gallery open by appointment only.

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Sales Gallery - By Appointment Only

