Checklist: how to choose your real estate advisor

The nine innings (what you should expect)

- [ ] Understood what I want to achieve before showing me properties
- [ ] Explains the reasoning behind each recommendation
- [ ] Follows up and closes loose ends without me chasing
- [ ] Tells me what they really think, even when it doesn't help close the deal
- [ ] After every conversation, gives me a clear next step

The tenth inning (what almost nobody does)

- [ ] Explains how they would stay with me after closing
- [ ] Contacts me only when there is a real reason, not out of routine
- [ ] Reviews with me how the market is behaving for my property
- [ ] Will be available when I make my next decision