

10 CHARACTERISTICS *THAT IDENTIFY A GOOD REALTOR®*



ADAPTIVE

works well with differing personality types and manages client expectations and emotions.



CLIENT FOCUSED

Listens to the needs and wants of clients and serves as a competent and experienced advisor.



COMMUNICATIVE

Discusses a plan that sets the frequency and methods that will be used to communicate throughout the process.



ETHICAL

Adheres to and incorporates the Articles and Standards of Practice from the Code of Ethics in their dealings with clients and other agents.



HONEST

Truthful and transparent in their words and actions. Sincere in their behavior.



KNOWLEDGEABLE

Invests time and money for education beyond what is required by law and keeps up with the market issues and trends that impact the industry.



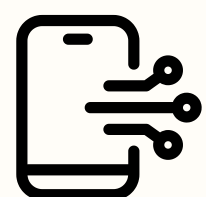
ORGANIZED

Provides thorough presentations and resources. Does what they they will do by effectively managing the process from contract to closing.



PROACTIVE

Participates and supports activities that defend homeownership and gives back to the community.



TECH SAVY

Not afraid to utilize the variety of programs and tools that are available.

