



Buy Sell Love Chicago

SHAY HATA REALTOR
312.600.7510 direct
shay@shayhata.com
shayhata.com

Important questions to ask BEFORE hiring a Realtor

SHAY'S ANSWERS

What do you know about me?

I thoroughly researched you on Facebook, LinkedIn and the internet before we met. Meeting you is the equivalent of going on a job interview for me. I would never show up to a job interview and not know everything I could about the company with which I'm interviewing. The same should be true of this interview. If I don't research you before we meet the first time, how can you trust me to thoroughly research the property or sellers?

Are you a full time Realtor?

Yes, absolutely.

How long have you been in real estate?

Before I sold my company, I assisted my husband who has been in Real Estate for more than 20 years. Combined, we have 25 years of Real Estate experience and 35 years of business experience. My husband was also named one of the 100 Most Influential in Real Estate nationally in 2013 by Inman News.

How many clients have you worked with this year?

Approximately 150 since October 2013

What tools do you have especially for first time home buyers?

Doorsteps

What areas do you primarily work?

Lincoln Park, Lakeview, Andersonville, Lincoln Square, Ravenswood

Will you be showing me homes or will your assistant?

Either myself or someone from our team

Are you willing to work with me if I find a home FSBO?

Yes

How do you negotiate deals?

I thoroughly research the comps on the property as well as the sellers. It's important to know why the sellers are moving, what kinds of jobs they have, etc. as it helps determine a better negotiation plan.

Do you attend the home inspection?

Yes, of course.

Do you attend the walk through?

Yes, absolutely.

Do you attend the closing?

Yes, always.

How do you feel about dual agency?

I do not believe dual agency is fair to our clients and do not participate in dual agency. I think it is impossible to fairly represent both the seller and buyer in a single transaction and will instead refer one party to a different agent. Remember, I always do what is best for you, not what is best for our own pocketbook.

What qualities differentiate you from other Realtors?

I am available 24/7. I give my full attention to our clients and am available for anything you need from contract to close. I always have your best interests at heart. I am honest, even if that means telling you something you don't want to hear. I am a master negotiator. I can refer you to the best inspectors and attorneys in town. I donate 10% of my commissions to local animal rescue groups.