

Day in the Life of a North Shore REALTOR

Reprinted from Pioneer Press Special Section: September 1994

A great deal has changed since, I wrote this article as a young rookie agent, over 20 years ago. With numerous technological advances and internet-savvy clients, I am able to accomplish a great deal from my home/office. I still love this job!

- 7:00AM While eating breakfast, I print an update on the real estate activity in my market area. I find a canceled listing and make a note to call the seller to try and get a listing appointment
- 7:30AM I arrive at my office and begin preparing a list of people to call. I receive a call from a buyer requesting a copy of an updated contract of the condo he is purchasing. I make up a new batch of information packets for my customers and prepare for the day's appointments. I also print a list of homes that will be on broker's open house this morning.
- 9:00AM I call the sellers of the canceled listing and receive an invitation to make a listing presentation the next day.
- 9:10AM I call various real estate offices to make appointments to show eight homes to two different sets of buyers.
- 9:30AM I call some real estate offices out of our area, that do not belong to the regional multiple listing service, to get information on some listings that they have.
- 9:45AM I begin to preview homes for my buyers. I see some that may just be perfect for my buyers. Previewing homes helps me to be more knowledgeable about the homes offered for sale.
- 11:00AM I stop by a mortgage company to speak with the president of the company. We were having problems with a loan that was three weeks late to close. After spending weeks of begging, pleading, demanding and asking for accurate information and positive action, I felt meeting the manager face-to-face would help to move things along. It helped. Since she has the final say I trusted the information that she gave me was accurate.
- 11:20AM I continue on with previewing homes, seeing a total of 17 homes. I get to eat along the way, as many open houses have refreshments, which helps encourage Realtors to attend. It is also a good time to talk with fellow Realtors about various properties and other real estate issues.
- 12:30PM I return to office to find the regional manager borrowing my desk and I show her a summary sheet that I prepared, which explains how to assure clients that they will receive excellent service. We talk a little about an "Added Value for Buyers" presentation that I will be making the next week at our corporate headquarters.
- 12:45PM I meet two young adults, sent by their parents, to preview some homes. I explain to them a about the process required and they sign some forms- hiring me as their Buyer's Broker. We then go out to see four homes. We decide to show three of the homes to their mom later that evening.
- 2:45PM I stop by a convenience store to have a quick snack. I also return a few phone calls. One agent in particular calls often to get an update on the closing that is three weeks late.
- 3:00PM I attend a closing with a buyer. The closing was very smooth and a little emotional for the seller as she reluctantly turned over the keys to the home she lived in for over 30 years.
- 4:15PM I check my voice-mail as I drive back to the office and find out that another buyer wants to make an offer on a condominium that she has seen three times. I also receive calls from the manager and the processor at the mortgage company telling me the good news: the "troubled" loan is approved and will close in three days.
- 5:00PM I am back at my office and I call the buyers to let them know their loan is approved. I call the condominium buyer to tell her to rush to my office to write up an offer. We had to rush because there was another offer on the same property and I had to meet some buyers at 5:30PM.
- 5:15PM The buyer arrives and we fill out the paperwork and discuss her chances of getting the condominium.
- 5:45PM I meet with a young family that needs to buy their first home. I carefully explain the process, review the listing sheets of the homes to see, and they sign the forms, hiring me to represent them in their process to find and buy a home. We pile into their car and set out to view four homes. The first one has everything they need: it is in wonderful condition with a great price and the seller is very friendly. We view another house and the sellers remember my buyer, because he grew up in the neighborhood. Then we drive by a few more and decided not to go inside, then I call the listing offices to cancel the appointments. As we arrive back to the office, we discuss further the first home and what is necessary to make a bid. I also give them a comparative market analysis on their condominium which they need to sell, in order to buy the new home.
- 8:00PM The young people I met earlier, return with their mom to see three properties. I explain my services to their mom and she signs the Buyer Broker forms. We then set out to see the homes. Each one we see is better than the previous one. The last one eliciting "ooh's" and "aah's" from the mom; we spend 45 minutes in the last property.
- 10:00PM I finally get a chance to have dinner. I walk over to a nearby restaurant.
- 10:30PM I sum up the events of the day, finish paperwork for a deal signed over the week-end, prepare listings of properties for two new buyers and fax them the information so they have it first thing in the morning.
- 11:30PM I go home. Today was a little busier than usual, but I often have days that last as long. I get ready to do it all over again the next day. I love this job!