

# What Makes a Great Realtor®

BUYING OR SELLING A HOME IS A BIG DECISION. HAVING THE RIGHT REALTOR® BY YOUR SIDE CAN MAKE ALL THE DIFFERENCE. HERE'S WHAT TO LOOK FOR:

## 1. Local Market Expertise

A great Realtor® understands the area inside and out. From ski-in/ski-out access to wildfire zones and well water systems, local knowledge ensures smart decisions and fewer surprises.

*"I live, work, and play in Summit County, so I bring firsthand insight to every transaction."*

## 2. Excellent Communicator

Home buying is full of moving parts. You want someone who keeps you in the loop, explains the process clearly, and responds quickly when it matters most.

*"I believe in consistent, clear communication. I'm available no matter the time of day and I'll never leave you wondering what's next."*

## 3. Creative Problem Solver

Every deal has its bumps. A great agent stays calm, gets creative, and finds solutions that protect your best interests.

*"I don't shy away even from the most difficult problems. I'm here to solve problems and make dreams happen — No mountain is too steep."*

## 4. Advocate, Not a Salesperson

A great Realtor® puts people first. It's not about closing a deal, it's about helping you find a place to thrive and reaching your goals in a manner that is comfortable.

*"I don't 'sell real estate.' I support you in creating your best mountain life."*

## 5. Strong Network

From trusted lenders and inspectors to local contractors and title companies, a great agent brings a solid team to the table.

*"You don't have to go it alone—I have the resources and connections to make this smooth and successful."*

