WITH SPENCER

Interviewing For Both Sides of the Transaction: Questions Worth Asking

A short guide to finding the right fit before you start prepping your house to list and touring homes

With Spencer | Elevate Realty, LLC
St. Louis Metro - West County - St. Charles County

Why You Want an Agent Who Understands Both Sides of the Table

Navigating one transaction at a time has its complexities but when two are intertwined the skill needed increases exponentially. This is thanks to the fact that buying and selling a home require genuinely different skill sets. A buyer's agent needs to spot value, move quickly, and negotiate assertively without overpaying.

A listing agent needs to market strategically, price accurately, and negotiate from a position of strength. Some agents are sharp at one and merely adequate at the other — and that gap can cost you.

Buying and selling at the same time is one of the most complex transactions most consumers will ever complete. The biggest challenge isn’t whether an agent can negotiate. It’s whether they can manage risk, timing, communication and the contingency planning when two transactions become dependent on each other.

Why the Combination Matters:
An agent who is only ever on one side of transactions tends to negotiate from a narrower playbook — they know their own side's tactics well, but not necessarily how the other side is thinking. An agent who's genuinely fluent in both roles can anticipate what a buyer's agent is angling for, or what a seller is actually willing to flex on, because they've sat in that chair too.

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Questions that help you gauge this:

- Do you represent both buyers and sellers regularly, or mostly one side?
- Walk me through how you'd approach this differently as a buyer's agent versus a listing agent.
- What tools do you have to help ease or eliminate the risks of buying and selling at the same time?
- What's something buyers commonly get wrong that you watch for? What about sellers?

Things to Consider:

- A strong agent will help you analyze the current market and make a strategic game plan for how and when you list your home and how to structure offers
- Understanding your financial situation, inventory, speed of market, and your risk tolerance all play a part in a well crafted plan

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Risk Reduction Strategies:
Experienced agents should think about and hedge for risks before they happen. Things they should be discussing with you are:

- Contingency timelines for both properties and how they can affect each other
- Inspection Strategies
- Possession Timing
- Back up plans

The goal isn't finding someone who's "nice." It's finding someone whose skill set matches the actual complexity of the deal you're walking into.

LET’S TALK

Want to see how that plays out in a real conversation?

Call or text me at 314-947-3791 — happy to walk through it with you directly.

Spencer Argueta
REALTOR® | Broker-Owner, Elevate Realty, LLC
Serving West County & St. Charles County, Missouri
Cell: 314-947-3791 · Office: 314-947-3137
WithSpencer314.com · @withspencer314