



Lots of Questions

Deserve lots of answers, and here are some of inquiries we receive most often:

Q: Do I really need a REALTOR®?

A: Yes. A REALTOR® is a real estate professional who has invested in professional education and, through membership with the National Association of REALTORS® and their statewide affiliates, has agreed to abide by a code of ethics, standards and conduct set forth by the association. A REALTOR® is expertly trained to act as an advocate, negotiator and to close the transaction.

Q: What is your area of expertise?

A: The Harrison Team specializes in guiding buyers and sellers through the complicated process of investing in real estate. We are the local experts in luxury real estate investments in the Bay Area and throughout the world.

Q: What do you charge for your service?

A: We charge the traditional 6% commission fee from the transaction, but please contact us to discuss your specific needs.

Q: What does The Harrison Team do for me?

A: Our top priority is to help clients buy and sell real estate. Our efforts include everything required to achieve this end result within a reasonable amount of time, from marketing a listing to negotiating closing costs to identifying investment opportunities in foreign countries. We offer strategic investment planning and help clients build wealth and expand their portfolios over the long term.

Q: Is staging a property really necessary?

A: In today's competitive real estate marketplace, preparing a home in the best possible way for selling includes the need for staging. Sales numbers show that staged properties repeatedly sell nearly twice as fast and for beyond asking price than homes that are not staged. While hiring a professional stager is an additional cost to the seller, the return on investment is when the property sells quickly for the best possible price.

Q: Do you help clients invest in properties in foreign countries?

A: Absolutely. Both partners of The Harrison Team are Certified International Property Specialists (CIPS), having completed advanced coursework in the area of foreign real estate investments. Through the CIPS Network, we are globally connected to resources to offer foreign property investment options to buyers anywhere. Currently, we are representing new, upscale beachfront condos in Copacabana, Rio de Janeiro.