



Questions to Ask When Choosing a Real Estate Professional to Represent You with Your Purchase


Make sure you choose an agent who will provide top-notch service and meet your unique needs.

Below is listed in no particular order of importance.

- 1. How long have you been in residential real estate sales?**
While experience is no guarantee of skill, real estate — like many other professions — is mostly learned on the job.
- 2. Is real estate your full-time job?** You want to make sure the agent can accommodate your schedule to tour home, whether it be evenings and weekends or on your days off.
- 3. What designations do you hold?** Designations such as GRI and CRS® — which require that agents take additional, specialized real estate training — are held by only about one-quarter of real estate practitioners. ABR, which stands for Accredited Buyer's Representative would be the credential that would be most beneficial to buyer consumers.
- 4. How many homes did you and your real estate brokerage sell last year?**
- 5. How many of those sales were buyer agency vs dual agency representation?** By asking this question, you'll get a good idea of how much experience the practitioner has.
- 6. What was the ratio of asking to closing prices for home sales where you represented the buyer?** This ratio indicates the agent's negotiation skills, though it's important to consider the impact of highly competitive market conditions.
- 7. What is their preferred communication method?** This is a trick question, because the agent should be asking you as the buyer what you

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prefer (text, email, video chat or phone) as your method of convenience and making that their answer.

8. **Will you represent me exclusively, or will you represent both the buyer and the seller in the transaction?** While it's usually legal to represent both parties in a transaction, it's important to understand where the practitioner's obligations lie. Your agent selection should explain his or her agency relationship to you and describe the rights of each party.
9. **Will you require me to sign a broker employment agreement?** And if yes, what will those terms entail? This is becoming common practice for buyer representation. And it's important to know all the terms and details before you sign anything, committing to work with the agent.
10. **Can you recommend service providers who can help me obtain a mortgage, make home repairs, and help with other things I need done?** Because successful real estate professionals are immersed in the industry, if they are as productive and proactive as they say they are, they should be able to demonstrate on the spot what a wonderful resource they will be for you with good referral options as you seek lenders, home improvement companies, and other home service providers. Agents should generally, recommend more than one provider and let you know if they have any special relationship with or receive compensation from any of the providers.
11. **What's your business philosophy?** While there's no right answer to this question, but the response will help you assess what's important to the agent and determine how closely the agent's goals and business emphasis mesh with your own.
12. **How will you keep me informed about the progress of my transaction once under contract?** How frequently? Again, this is

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not a question with a correct answer, but the answers should reflect your desires.

13. Will you be attending all appointments with me, such as inspections, final walk thru and for my signing appointment for closing?

14. Could you provide me the names and phone numbers of your three most recent clients? Ask the references if they would work with this agent again. Find out whether they were pleased with the communication style, follow-up, and work ethic of the agent. Keep in mind that referrals given by the agent are most likely going to sing their praises. Otherwise, why would they have given you the names. Take the time to check online too, to verify what people are saying about their experience working with a particular agent that you are considering. Zillow, Facebook, Yelp and Google reviews are a wealth of help for this.

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