

7 QUESTIONS TO ASK YOUR REAL ESTATE AGENT



1. HOW LONG HAVE YOU BEEN A REAL ESTATE AGENT?

Real estate is a tough business. It takes perseverance to survive the lean times – and discipline to thrive when the market's strong. You can trust a buyer's agent with a minimum of two or more years of experience to know what it takes to super-serve you, no matter the market conditions.

2. HOW MANY HOMES DO YOU HELP CLIENTS BUY EVERY YEAR?

Partner with a high-octane agent who closes at least 35 transactions per year. It takes hard work and a good reputation to get that kind of business.

3. HOW WILL YOU HELP ME BUY A HOME IN A COMPETITIVE MARKET?

Live in a hot market? An agent with a creative mind and lots of connections can help you get the inside scoop on homes for sale in your area-sometimes before they even hit the market! And if you end up in a bidding war, a good buyer's agent can help you balance getting a good deal with making a fair offer so you don't miss out on a home you love.

4. WILL YOU TELL ME WHAT I WANT TO HEAR?

Look for a prop who can be blunt in the nicest way possible. The last thing you want is an agent who will give you false expectations about what you can afford or sugar coat a serious home inspection issue.

5. WHAT HAPPENS IF I'M NOT HAPPY WITH THE JOB YOU'RE DOING?

Be wary of agents who lock you in a lengthy contract that they can get out of but you can't ask your agent if you can cancel your contract without penalty if you're not satisfied with their service. Some agents charge a termination fee to cover out-of-pocket marketing expenses.

6. HOW OFTEN WILL YOU COMMUNICATE WITH ME?

Communication is key in any real estate transaction. If your agent isn't responding to you in a reasonable amount of time and it's costing you home-buying opportunities, you and your agent are missing out.

7. WHO CAN I CONTACT FOR A REFERENCE?

Want to know the good, the bad, and the ugly? Nothing beats talking to a former client about their personal experience with an agent!

7 QUESTIONS TO ASK YOUR REAL ESTATE AGENT



Agent Name: _____ Agency: _____

Years of Experience: _____ # of Homes Sold Last Year: _____

How will you help me find a home in a competitive market? _____

Will you tell me what I want to hear? _____

What happens if I'm not happy with the job you are doing? _____

How often will you communicate with me? _____

REFERENCES

Name: _____ Phone: () _____ - _____ Email: _____

Name: _____ Phone: () _____ - _____ Email: _____

Name: _____ Phone: () _____ - _____ Email: _____