

INTERVIEW QUESTIONS & TIPS

FOR FINDING THE RIGHT REALTOR



1 HOW LONG HAVE YOU BEEN IN THE BUSINESS?

If an agent has worked for over 5 years as a full-time real estate agent, they are likely a great candidate for your business.

2 WHAT'S YOUR AVERAGE LIST-PRICE-TO-SALES-PRICE RATIO?

This question should give you insight into how the potential agent handles negotiations.

3 HOW CAN I CONTACT YOU IN AN EMERGENCY/WHEN WILL YOU BE AVAILABLE?

It's important to establish boundaries, and understand exactly when you can expect to have access to your real estate agent.

4 WHAT SEPARATES YOU FROM THE COMPETITION?

Many agents have additional certifications or are members of associations. Continued education can be a major plus and show the real estate agent is serious about the work they do.

5 HOW DO YOU SET REALISTIC EXPECTATIONS?

You want to be on the same page as your Realtor and an agent with a good answer is someone who has been in the business for a while.

6 WILL YOU HELP ME FIND A HOME INSPECTOR, APPRAISER, AND TITLE COMPANY?

Navigating the home buying process is tricky. Take advantage of the help, and look for someone who can guide you through every aspect from appraisals to inspections.

7 DOES THE BUYER OR SELLER TYPICALLY COVER YOUR AGENT FEE?

Knowing how your agent is paid and how much is crucial. Typically Seller's will pay the agent's commission, which is around 6%. This is a negotiable commission, but know that commission is an agent's livelihood.

8 WHAT KIND OF GUARANTEE CAN YOU OFFER?

Typically contracts offer an exclusive listing or buyer agreement. Never sign a contract that an agent can break but you can't.

9 WHAT HAVEN'T I ASKED YOU THAT YOU THINK I SHOULD KNOW?

Opening up the floor to your agent could get them talking, which gives you an opportunity to see if they really want your business.