

Frequently Asked Questions When Interviewing a Real Estate Agent to Help You Buy a Property

Experience & Credentials

- How long have you been in the Real Estate industry?
- Are you a broker, associate broker, or real estate agent?
- Are you a Realtor (R)?
- If you are new to real estate, will you have a broker or other senior person working with you?
- Are you a full-time or part-time real estate agent?

Understanding My Needs

- I may need closing cost assistance from the seller. Have you negotiated this in the past, and what can I expect?
- Will you take the time to understand my specific needs and preferences?
- Do you specialize in the type of property I am looking for (e.g., single-family homes, condos, investment properties, vacation homes)?
- How do you determine which properties to show me?
- Can you assist me in finding properties that may not be publicly listed?
- I do not want to look at homes above my budget unless you believe that an offer will bring the sales price into my budget area. How do you accomplish this?

Market Knowledge & Property Search

- Do you have a website connected to MLS that I can sign up for and search?
- How well do you know the neighborhoods I am interested in?
- Can you provide market trends and pricing insights for different areas?
- Do you have access to new listings before they appear online?
- What tools and technology do you use to help me search for homes?
- Can you provide a comparative market analysis (CMA) for homes I am interested in?

Negotiation & Making an Offer

- What is your strategy for negotiating the best price and terms for me?
- How do you handle multiple offer situations?
- What contingencies should I include in my offer?
- If a seller counters my offer, how will you advise me on the next steps?
- Will you help me determine if a seller's asking price is fair?

Financing & Costs

- I am looking for a vacation property that I can rent when I am not there. Can you help me with a property manager and estimates of income?
- Can you recommend mortgage lenders or financial professionals?
- Will you help me understand closing costs and other fees associated with buying a home?
- Do you assist with understanding first-time homebuyer programs, VA loans, or FHA loans?
- How much should I budget for a down payment and additional expenses?

- Can you provide an estimate of what my monthly payments might be for specific properties?

Home Inspections & Due Diligence

- I understand you cannot recommend a home inspector. Can you give me a list of at least three?
- I understand I must pay for the WDIR (termite) report. Can you help me understand it? If there is work to be done, who pays for this?
- Will you help me understand inspection reports and determine what repairs are necessary?
- What should I do if a home inspection reveals major issues?
- Can you assist me in negotiating repairs or seller concessions?
- What other due diligence steps should I take before purchasing a home?

Closing Process & Timeline

- If I cannot be at closing, can you represent me there, collect the keys, and check on the property after closing or before closing?
- How long does it typically take to close on a home?
- What steps are involved in the closing process?
- Will you coordinate with the lender, title company, and other parties?
- Can you provide me with a checklist of tasks I need to complete before closing?
- What could potentially delay closing, and how do we avoid it?

Communication & Availability

- How will you keep me updated during the home-buying process?
- What is your preferred method of communication (phone, email, text)?
- Are you available on evenings and weekends for showings and questions?
- Will I be working with you directly, or do you have a team?
- How often will you check in with me regarding new listings and updates?

Working with Other Professionals

- Can you refer me to reputable real estate attorneys, lenders, and home inspectors?
- Will you help me find contractors if I want to renovate after purchasing?
- Do you have contacts for insurance providers and home warranty companies?
- If I need a moving company, do you have recommendations?

Buyer Representation & Legal Considerations

- Will you represent me exclusively as a buyer's agent, or do you also work with sellers?
- Do you require a buyer representation agreement?
- What are my obligations under a buyer's agreement?
- How are you compensated for helping me find a home?
- Can you explain dual agency and whether you engage in it?

Post-Purchase Support

- Will you assist me after closing if I have any issues with the property?
- Can you provide a list of home maintenance professionals that you have used in the past?
- Can you help me understand property taxes and HOA fees?
- What should I do if I want to sell or rent the home in the future?

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Contact us if you are looking for a real estate agent in your area, we will be pleased to make a recommendation.