



15 Questions You Can Ask to Interview a Prospective Real Estate Agent

You can use this interview guide to help you evaluate an agent's level of knowledge, experience, proactiveness, and professionalism. Just as importantly, their answers to these questions may help you determine if they are someone whose personality meshes with yours.

1. How long have you been a real estate agent?

Depending on their answer, you may want to ask some follow-up questions, including:

- How many homes did you help buyers close in the past year?

2. How is your business set up?

Depending on their answer, you may want to ask some follow-up questions, including:

- Are you an individual working independently?

- Do you work with a team of other real estate professionals?

- Are you a broker who has a team that works for you?

- Do you work for a national company?

3. Is this your full-time job?

4. What is your area of specialty?

5. How familiar are you with homes in the towns I'm interested in?

6. How will you go about finding a home for me?

Depending on their answer, you may want to ask some follow-up questions, including:

- Will you require me to get preapproved for a mortgage before we look at houses?

- Will you view properties before showing them to me?

- Will you go to open houses with me?

- How will you alert me that a new property has been listed that meets my criteria?

- Will you set up private showings for me?

- How do you stay in the know about homes coming up for sale, and are you generally able to get clients in to see them before they come on the market?

7. What communication methods do you use?

Depending on their answer, you may want to ask some follow-up questions, including:

- If I prefer another way of communicating, like text, email, or some other way, will you accommodate me?

- Are you available outside of normal 9-to-5 business hours?

- Do you work weekends?

8. How do you use technology in the homebuying process?

9. What is your strategy for negotiating if there is a bidding war?

10. How many buyers do you typically represent at one time?

Depending on their answer, you may want to ask some follow-up questions, including:

- Is it possible I could end up competing with one of your other clients for a home?

- How would you manage that type of situation?

11. Do I have to sign a buyer-broker agreement with you if we end up working together?

Depending on their answer, you may want to ask some follow-up questions, including:

- Is this an exclusive or nonexclusive agreement?

- Do I have the option to cancel this agreement at any time if I am not happy?

- Has anyone ever canceled an agreement with you, and, if so, why?

12. Will you be able to help me find other professionals, like a home inspector, real estate lawyer, title company, home insurance agent, etc., that I will need for this process?

Depending on their answer, you may want to ask some follow-up questions, including:

- Will you have a list of these vendors to give me?

- Why do you work with these professionals?

- Do you receive any compensation for referrals to these professionals?

13. What are three things that you feel separate you from your competition?

14. Could you provide me with references to contact?

15. What haven't I asked you that I should know?

Additional Notes:

You may want to use the space below to take note of what questions the agent asks you and if they appear to be listening intently to your responses. If an agent is interested in getting to know you and your priorities now, it can be a good indication they will also be likely to help you thoroughly understand and prepare for the homebuying process from start to finish.