

Realtor Q&A – For Buyers

- How long have you been in the real estate business?
- Are you a member of the National Association of Realtors? Do you have any accreditations?
- Do you work full-time on residential real estate?
- How many homes did you sell in the past year as a buyers' agent? As a sellers' agent?
- How many buyers do you work with at one time? How many sellers?
- How will you search for potential homes for me to view?
- How many homes, on average, do you show your buyers?
- What is your experience in my area? Do you have an area you specialize in?
- Do you have a price-range you specialize in?
- How do I know if this is the right time for me to buy?
- Will you help me decide if my desired price range is appropriate? Can you help me choose a good price range?
- How will you help me determine if my down-payment is appropriate?
- Can you instruct me as to how to find the right properties online?
- How do we schedule a showing for a house we want to see?
- Do you expect/allow us to look at homes on our own?
- Will you show us houses that are not in the MLS (FSBO)?
- Do you require I meet with a lender (and get pre-approved) before I shop for homes?
- Do you have a personal website? Do you have a blog?
- Can you provide me with references and testimonials?
- How do you stay up on current trends? Do you take classes or frequently attend training?
- What is your communication style? How accessible are you? How often will we talk to you?
- What is the make up of your team? Do you have an assistant? Who will I be talking to when I want to schedule a showing?
- Can we review all documents before we sign anything?
- Do you charge your buyers any fees? How do you get paid for the purchase of our home?
- Do you offer any sort of guarantee? Can we break our commitment with you if we are unsatisfied?
- What are your negotiation techniques?
- How can you help me determine if an offer I make good one? Or if the home is a good purchase?
- How will you leverage the best deal for me?
- How will you handle multiple offers?
- Will you be representing other buyers who are looking for homes in the same area and price range as I am?
- Can you recommend other professionals you trust, such as inspectors, lenders, attorney if needed, etc.?
- If you recommend other professionals, do you receive compensation for any business I may do with them?
- Tell me about the inspection process? How do we renegotiate the offer if the inspection reveals a problem?
- Will you attend our inspection?
- What are the average closing costs your buyers have had recently? Are there possible hidden costs might I encounter?
- I currently own a home. Am I obligated to use you to sell? Are there advantages to using you as my selling agent as well?
- What expectations do you have of me as the buyer?
- What separates you from all the other Realtors?
- What questions did I not ask?