

# “10 Questions to Ask Before You Hire a Real Estate Agent”

*“It’s critical that you make the right decision about who will handle what is probably the single largest financial investment you will ever make.”*

**Not all real estate agents are the same.** If you decide to seek the help of an agent when selling or buying your home, you need good information before you make any moves.

**Picking an agent is a critical issues** that can cost or save you thousands of dollars. There are very specific questions you should be asking to ensure that you get the best representation for your needs.

**Some agents may prefer that you don’t ask these questions,** because the knowledge you’ll gain from their honest answers will give you a very good idea about what outcome you can expect from using this agent.

**As with everything in life not all things or Agents are created equal.** It’s critical that you make the right decision about who will handle what is probably the single largest financial investment you will ever make.

*Evaluate each agent’s responses to these 10 questions carefully and objectively. Who will do the best job for you?  
These questions will help you decide.*

**QUESTIONS FOLLOW THIS PAGE**

# RATE EACH AGENT'S ANSWERS TO EACH QUESTION

## 1. What makes you different?

Why should I list my home with you or select you as my Buyer's Agent? What unique marketing plans and Personalized Buyer and Seller programs does this agent have in place to make sure that your Real Estate Experience is successful and meets all your wants and needs?

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

## 2. What is your track record in the Marketplace?

*"Why should you care about how many homes one agent sold over another? I care about is whether they can sell my home quickly for the most money, and whether they can help me find a home that I want and Need quickly and easily."*

You should be asking the agents you interview how many listed homes they have sold and how many buyers have they served and found homes for. You may be surprised to know that many agents sell fewer than 5 homes a year. At this low level, they cannot afford the special programs that give both Buyers and Sellers the level of service that they want and need to meet their Real Estate Goals.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

## 3. What are your marketing plans for my home, and what are your specific Buyer's Agent services to help me find just the right home ?

Does this Agent have a Marketing Plan for your home's listing? Does the Agent have a Personalized Buyer's Assistance Program? Can they show me their plans in writing.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

## 4. What have you sold?

For sellers an Agent should bring you a complete listing of both listings sold and Buyers that they have successfully found homes for, and comparative analysis of other sales similar to your listing and similar to the home you are looking for.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

## RATE EACH AGENT'S ANSWERS TO EACH QUESTION

**5. Do you control your marketing and your own home buyer services, or does your Brokerage?**

You should never use an agent that is not in control of their own Real Estate Business.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**6. On average, when your listings sell, or your buyers buy a home how close is the selling price to the asking price?**

Is this agent's performance better than the average reported by the MLS? How much will you get for your home, and how much savings can this agent negotiate for you when you buy.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**7. On average, how long does it take for your listings to sell or for you to assist motivated buyers find the home they want?**

Does this agent tend to sell homes faster or slower than the MLS average, for buyers can they provide sufficient time and effort to service your needs?

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**8. How many Buyers and Sellers are you currently working with?**

Obviously, the more clients your agent is working with, combined with their success ratio noted in Question 4, the better your chances are of a smooth transaction with this agent

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**9. Do you have a reference list of both buyer and seller clients I could contact?**

Ask to see this list, and then proceed to spot check some of the names.

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**RATE EACH AGENT'S ANSWERS TO EACH QUESTION**

**10. What happens if I'm not happy with the job you are doing?**

Can I cancel my Listing or Buyer Agency Contract? Ask for the details that are specifically written into the Agreement you are signing. How confident is your agent in the service they provide? Can you to cancel your contract without penalty if you're not satisfied with the service provided?

	GOOD	FAIR	POOR
AGENT 1			
AGENT 2			
AGENT 3			

**Evaluate each Agent's responses to these 10 questions objectively. Who will do the best job for you? These questions will help you decide.**

<b>ADDITIONAL COMMENTS</b>	GOOD	FAIR	POOR
<b>AGENT 1</b>			
<b>AGENT 2</b>			
<b>AGENT 3</b>			