

# Part 1: 15 Questions to Ask When Interviewing a Real Estate Agent

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Have you ever wondered what it would take to plan for and purchase a home? From the time you begin saving to closing day, there are many pitfalls to be aware of, the first of which is selecting the right agent. To find the right one that best fits your needs, you should start with the right questions to ask when interviewing a real estate agent.

## 15 Critical Questions to Ask When Screening a Real Estate Agent

Here are a few questions to start with to help you filter out the agents that may not fit your personality and needs.

1. **Are You a Full-Time Real Estate Agent?**

Ask which MLS s/he belongs to; your realtor should be serious about real estate.

2. **How Long Have You Been in Real Estate?**

A good standard is three years of experience buying real estate with a reputable firm in your desired neighborhood.

3. **Are You Licensed and What Type of Real Estate Certification(s) Do You Have?**

Do they have a realtor's license, and do they belong to the National Association of Realtors? Are they a Certified Probate Real Estate Specialist?

4. **How Many Buyers Are You Actively Working with and How Many selling clients Are You Currently Representing?**

Too many active clients and your agent's time will be divided, meaning you may not get the attention you deserve.

5. **Are You on Zillow, Trulia, and Realtor.com? What Is Your URL?**

This is extremely important because if they don't have an online presence, what will be their marketing strategy? Their website should have a biography, local expertise, reviews, and testimonials.

6. **Do You Use E-signature, and Is Your Firm Tech-savvy?**

Electronic signature or e-signature is mandatory in today's market. It allows you to sign documents online, saving the time it will take to print, fax, and ship documents. It also reduces underwriting wait times and is an excellent audit trail.

7. **Can I Talk to Three past Clients or Can You Give Me Three References?**

Your agent should have satisfied clients that can testify to their track record.

8. **How Many Homes Have You Bought and Sold in My Area in the Last 12 Months? Moreover, Are You Knowledgeable about My Neighborhood?**

Having a network and familiarity in your area is helpful, especially if your realtor knows of a property that meets your needs before it's listed.

9. **Do You Typically Work in My Price Range?**

If they only work with million-dollar listings and single-family homes and you're looking for a mid-priced condo, now's the time to find out. Most agents operate across a wide variety of prices, so it shouldn't be an issue.

10. **What Is Your Strategy for Helping Me Buy a Home?**

Be sure to ask how they will help you search for homes and how they handle multiple offers.

11. **Do You Partner with Other Professionals, and If so, Who Are They?**

A good agent is well-connected and has a team they usually work with, ranging from mortgage brokers to home inspectors.

Also, ask if you have to work with their service providers. What about lenders—if you choose your own, will they be willing to work with them? Your agent should never pressure you to use their preferred service providers.

12. **What Is Their Communication Style?**

Are they an email or text person? Do they prefer if you leave a voicemail, and when is a good time to call? Will they pick you up and drive you to showings or meet you there?

13. **What Is Your Preferred Negotiation Style?**

You want to see if they're overly aggressive or too passive. As a buyer, you want an agent that is

competent and confident in their approach. You'll be working closely with this person for a while, so it has to be a good fit, and you need to trust them.

14. **Why Should I Hire You over Another Real Estate Agent?**

You want to see what their specialty is and what they feel sets them apart. Does the real estate agent work more with first-time buyers, or do they specialize in helping investors and flippers? How they answer this question will tell you a lot about who they are.

15. **What Type of Buyer's Broker Agreement Do You Prefer?**

A buyer's broker agreement is the terms that a real estate agent agrees to with the home buyer. There are several types of agreements: A [Non-Exclusive / Not for Compensation](#), Non-Exclusive, Right to Represent, and Exclusive Right to Represent.