



QUESTIONS TO ASK A REAL ESTATE AGENT

Some of these questions will blow the agents you interview away! **NOBODY** asks some of these - but everyone should! You want to ask questions that actually focus on the service they provide. Frankly, the number of homes they sell should mean nothing to you - it is all about how **WELL** they sold those homes! Focus on quality - not quantity! While some of these are a bit seller specific, the answers will be good to know for buyers as well. You want to know that they can get the job done for you!

- 🏠 How many of the homes you listed last year did you successfully sell?
- 🏠 How many escrows that you opened successfully closed?
- 🏠 How many of the offers you have written in the last year have been accepted?
- 🏠 What is the average days on market for a home that you sell and how long is the average days on the market where those homes were located?
- 🏠 How long have you been in residential real estate sales?
- 🏠 How close to the initial asking prices of the homes you sold were the final sale prices?
- 🏠 What types of specific marketing systems and approaches will you use to sell my home? (Look for someone who has aggressive, innovative approaches, not just someone who's going to put a sign in the yard and hope for the best.)
- 🏠 Will you represent me exclusively, or will you represent both the buyer and the seller in the transaction? (While it's usually legal to represent both parties in a transaction, it's important to understand where the practitioner's obligations lie. A good practitioner will explain the agency relationship to you and describe the rights of each party. It's also possible to insist that the practitioner represent you exclusively.)
- 🏠 Can you recommend service providers who can assist me in obtaining a mortgage, making repairs on my home, and other things I need done? (Keep in mind here that real estate professionals should generally recommend more than one provider and should tell you if they receive any compensation from any provider.)
- 🏠 What's your business philosophy?
- 🏠 How will you keep me informed about the progress of my transaction? How frequently? Using what media? Do you use paperless tools?
- 🏠 Do you guarantee any of your results?

You can also learn more about picking the right agent and lots more by [listening to my podcast!](#)



More helpful information brought to you by:
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