



10 QUESTIONS TO ASK YOUR *Real Estate Agent*

Agent Name: _____
Agent Contact: _____

1. How long have you been a full-time agent in my market?

2. How many homes do you close on each year?

3. Who will be my primary point of contact?

4. What qualities or certifications set you apart from other agents?

5. How will you help me buy/ sell a home in this market?

6. What's your commission fee?

7. Do I have to sign a contract with you and can I cancel without penalty?

8. How will you communicate with me?
(Tell them your preference!)

9. How do you set realistic expectations for your clients?

10. Who can I reach out to for a client reference?

REFERENCE NAME: _____

PHONE NUMBER: _____

THE ANSWERS YOU'RE LOOKING FOR

1 HOW LONG HAVE YOU BEEN A FULL-TIME AGENT IN MY MARKET?

A great agent usually has been working **full-time** in your market **for at least four years**. If you find someone with 10 years of experience or more, that's even better.

2 HOW MANY HOMES DO YOU CLOSE ON EACH YEAR?

You want someone who closes more homes than **90%** of the agents in your market—in most markets, that means at least **35 closings** per year.

3 WHO WILL BE MY PRIMARY POINT OF CONTACT?

Many top-notch agents have a support team. Just make sure you'll have a dedicated person who will answer your questions.

4 WHAT CERTIFICATIONS SET YOU APART FROM OTHER AGENTS?

As part of an agent's continuing education, they may have earned a number of certifications like **Realtor®** or **CRS** (Certified Residential Specialist).

5 HOW WILL YOU HELP ME BUY/SELL A HOME IN THIS MARKET?

If you're buying, you'll want an agent who **knows the community** inside and out—and **is an expert negotiator**. If you're selling, find out how accurate their pricing is.

6 WHAT'S YOUR COMMISSION FEE?

Commission fees—usually paid by the seller—are typically **6% of the final sale price**, split between the seller's agent and the buyer's agent.

7 DO I HAVE TO SIGN A CONTRACT? CAN I CANCEL WITHOUT PENALTY?

An **exclusive listing or buyer's agreement** which lasts for a certain time period is normal. Don't sign a contract you can't break but that allows the agent to get out

8 HOW WILL YOU COMMUNICATE WITH ME?

Whether it's phone, text or email, be sure you and your agent **agree on a primary communication method** so you'll know what to expect.

9 HOW DO YOU SET REALISTIC EXPECTATIONS?

You want a **realist to guide you**—not a pie-in-the-sky optimist. Being positive is great. But make sure they're going to keep you grounded and set reachable goals.

10 WHO CAN I CONTACT FOR A REFERENCE?

If you want to know how good an agent really is, **talk to their past clients**. If an agent refuses to provide a list of past clients, then say, "Thank you. Next!"