

INTERVIEWING AGENTS

Q: *How long have you been selling residential real estate?*

A: _____

(Three or four years of full-time activity is generally enough to impart a solid foundation.)

Q: *Are you a full-time salesperson?*

A: _____

(There are some very good part-time agents, but in the absence of a personal referral, go with full-time experience.)

Q: *Are you a licensed Realtor?*

A: _____

(Realtors are well-trained and must conform to a strict code of ethics.)

Q: *Do you have access to a Multiple Listing Service?*

A: _____

(A Multiple Listing Service is a computerized database providing a fast, convenient way to gather useful information about most of the local for-sale homes.)

Q: *Will you represent me or the seller in the transaction?*

A: _____

(Generally, agents represent the seller. However, buyer's agents, who represent the buyer, are becoming more common. Consider interviewing both types.)

Q: *Would you work as a buyer's agent? If so, how would your fee be handled?*

A: _____

(Buyer's agent fees usually are included in the purchase price, as are the selling agent fees.)



Q: *Will you give me the names of several people who have bought their homes through you during the past three months?*

A: _____

(If yes, call and ask if the buyers were satisfied. If no, find another agent.)

Q: *How many buyers are you working with right now? How many sellers?*

A: _____

Q: *How long will our contract be valid?*

A: _____

Q: *How familiar are you with my preferred community?*

A: _____

Q: *How many homes have you sold in the last year?*

A: _____