

A BUYER'S GUIDE TO INTERVIEWING A REAL ESTATE AGENT/BROKER

1. *Do you work as a full-time Realtor?*
2. *Do you have full-time assistants? How many?*
3. *What area and in what aspect of the market do you specialize?*
4. *How many properties have you sold to buyers in the last three months?*
5. *How often should I expect to hear from you after our final meeting?*
6. *How will you let me know what you are doing to find me a property?*
7. *How do you keep up-to-date on financing changes?*
8. *What is your profile of a perfect Realtor?*
9. *What are your expectations of me in this process?*
10. *Tell me your expectations of me in this process?*
11. *Are you available to work within my time schedule?*
12. *Would you consider yourself a tough negotiator? Why?*
13. *Why should I work exclusively with you?*
14. *Who pays the commission?*
15. *Then who represents me?*
16. *Tell me about team members?*
17. *Are you an owner, broker, or agent of the company?*
18. *How much clout do you have with the lender that we choose?*
19. *Who do I talk to if you're not in the office?*
20. *Do you have references or testimonials?*
21. *What are REO's, short payoffs and probates? Can you explain each one to me and do you specialize in any of them?*