

# FINDING A REAL ESTATE AGENT

## HOME BUYER CHECKLIST

Finding a real estate agent, you can trust and feel comfortable working with is important in the homebuying process. Don't feel obligated to go with the first agent you talk to and ask lots of questions. They have to sell themselves to you—not the other way around. If you're comfortable with an agent's approach, and you feel the right kind of connection, your intuition may also help guide your decision. As you talk to agents, you can use this guide to help you in your search for the right one.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Office location: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Years of experience: \_\_\_\_\_

### Questions to ask a real estate agent

1. Do you work primarily with buyers or sellers?

\_\_\_\_\_  
\_\_\_\_\_

2. How well do you know the area I'm interested in? Have you ever lived there? Have you sold homes there recently?

\_\_\_\_\_  
\_\_\_\_\_

3. What states are you currently licensed and certified to sell real estate in?

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4. How long have you been in the real estate industry? How long as a real estate agent? Tell me a little bit about the benefits of working with your company.

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5. Do I have to sign a contract and if so, can I cancel without penalty?

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6. Can you explain how your commission works? Are there any costs I might be responsible for paying if we look for a home?

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7. How long does it typically take for buyers you've worked with to search for, find, and close on a home?

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8. Are you a full-time or part-time agent? When is the best time of the day to communicate? What is your preferred method of communication? How quickly do you reply to clients? Do you work weekends/nights?

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9. Do you have references that I could contact to ask some questions about their homebuying experience with you?

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Notes

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This checklist is for educational purposes only. Be sure to communicate with your real estate agent for specifics on home shopping and home inspections.