



10 questions to ask when hiring a REALTOR®

Home buyers should interview potential REALTORS® before deciding on one to work with to buy their home. Here are some smart questions to ask:

1. How long have you been in the business? A freshly-licensed REALTOR® might do a wonderful job and will have up-to-date training but those in the business 5 years or longer bring more practical experience to the table.
2. What is your average list-to-sales-price ratio? A buying agent REALTOR® should hold a track record for negotiating good sale prices and sometimes extras.
3. How will you work to meet my needs? Will you explain everything I need to know? How do we find homes to view? When are you available? Do you have another job besides real estate sales? Can we look at private sales?
4. Will you provide references? Ask if any of the references are related to the REALTOR®. Ask if you can call their references with additional questions.
5. What separates you from your competition? Key phrases to listen for: good negotiator, assertive, available by phone or e-mail, analytical, able to maintain a good sense of humour under trying circumstances and local knowledge
6. May I review documents that I will be asked to sign? A good REALTOR® makes forms available to you before you are required to sign them. You will be introduced to agency, disclosures, offers to purchase and more.
7. Can you recommend other experts? A well-connected REALTOR® will be able to provide a list of ancillary service providers who can help with things such as mortgage, home inspection, contractors, legal advice and more.
8. Do you work alone? Do you have your own administration assistant? If you are unavailable is there another agent that will look after my best interests?
9. What haven't I asked you that I need to know? Pay close attention to how the REALTOR® answers this question, because there is always something you need to know – always.
10. If I work with you to buy my home can I expect ongoing service after the sale? Will you be there to help me down the road? How will you stay in touch with me? Can I feel comfortable referring my friends and family to you?