

Choosing a Real Estate Agent



Do you need one? YES, absolutely!

There is rarely a case that it makes sense for an individual to purchase a home without the benefit of a real estate agent working for them. And it generally should not be the selling or listing agent. Choose an agent who is not already representing the seller.

Working with a real estate agent that you trust and have confidence in is a key part of your home buying process. A good real estate agent will not only help you find the home that is right for you, but will also guide you through all aspects of the real estate transaction, including assisting you with clearing the contingencies.

There are some key questions you might want to consider asking a prospective real estate agent before you decide who your agent should be.

What to ask:

- How long have you been working in real estate?
- Do you work as a real estate agent full time?
- How many residential real estate transactions did you complete in the past two years? Were you representing buyers or sellers? May I have the names and phone numbers of three to five of you most recent buyer clients?
- Why are you best suited to serve as my real estate agent?
- What are your sources for finding properties?
- What percentage of your business is representing buyers?
- What was the price range of homes you helped people buy last year?
- What are the primary neighborhoods in which you work?
- May I call your references?
- Would you be able to recommend lenders, escrow companies or home inspection companies? Ask why the agent would recommend these professionals, what is their working relationship, how long have they worked together?
- How frequently can I expect you to be in touch with me?
- What haven't I asked you that I need to know?

How the agent answers your questions will give you a good feel for what it would be like to work with this individual.