

## Questions to Ask A Real Estate Agent

When you begin searching for a home or for an agent to sell your home, you obviously want the most qualified person to work with you, but is that all that matters? Below are some of the questions you may wish to ask your real estate professional and what you should consider looking for:

1. How long have you been in residential real estate sales? Is it your full-time job? Although experience is no guarantee of skill, real estate is mostly learned on the job.
2. Are you a REALTOR? Members of the National Association of Realtors are to subscribe to a stringent code of ethics that suggests a high level of service and integrity.
3. How many homes did you sell last year? How many homes did your company sell?
4. How did your sales compare to the overall market in your area?
5. How close to the initial asking prices of the homes you sold were final sales prices? This shows that your Realtor knows the market, whether working with Buyers or Sellers, as to whether homes offered at a certain price were a good value or whether they knew the market well enough to price a home effectively, negotiating in an informed manner on a client's behalf.
6. What sort of techniques will you use to help me find a home or help me sell my home? Look for an agent that has aggressive approaches to do so, not someone whose sole effort is to put a sign in the yard and hope for the best (other agents to bring offers), nor someone who searches the market one time to give you what is currently available (the Outer Banks real estate market changes daily).
7. Will you take the time to explain agency relationships to me? Will you represent both parties in a sale? It is important to understand where the agent's obligations lie.
8. Can/will you recommend service providers who can assist in providing services to me (such as obtaining a mortgage, providing for inspections or repairs)?
9. What is your business philosophy? You want to make sure that this response matches closely with your own goals, such as a fast sale, optimal service, etc.
10. How will you keep me informed of the progress of my transaction, how frequently and using what media? Again, this will help you assess what meets with your own goals.
11. Are you willing (or perhaps they already offered) to give me the names/numbers of three of your clients? Do you often work repeatedly with the same clients and do you frequently receive referrals from past clients?