



Questions to Ask Your Real Estate Agent

Experience & Specialization Questions

1. How long have you been working as a real estate agent?

What you're listening for: Minimum 2-3 years for solid experience. Less isn't disqualifying if they're part of experienced team. More than 10 years shows staying power.

2. How many first-time buyers have you worked with in the past year?

What you're listening for: Specific numbers, not vague "many" or "several." First-time buyers need different guidance than experienced buyers. You want someone who specializes in your situation.

3. What's your average list price-to-sale price ratio?

What you're listening for: 95-100% in balanced markets, lower in buyer's markets. Shows negotiation skills. If they can't answer, that's concerning.

4. How many homes have your buyers purchased in [target neighborhood]?

What you're listening for: Local expertise matters. Someone who knows the neighborhood understands fair pricing, school boundaries, future development, and hidden issues.

5. Are you full-time or part-time?

What you're listening for: Full-time commitment. Part-timers can't respond quickly in competitive markets. Real estate requires immediate availability.

Working Relationship Questions

6. How many active buyers are you currently working with?

What you're listening for: Under 8–10 buyers. More means divided attention. You want responsiveness, not a number in a queue.

7. What's your typical response time to calls, texts, and emails?

What you're listening for: Within 2 hours during business hours, within 4 hours evenings/weekends. Specific commitment, not "I'm always available."

8. How do you prefer to communicate, and how often should we expect updates?

What you're listening for: Flexibility to match your preference (text, email, call). Regular proactive updates, not just when you ask.

9. Will I be working directly with you, or will a team member handle parts of the process?

What you're listening for: Clarity on who does what. Teams can be great if roles are clear. Red flag: passing you off without explanation.

10. Can you provide three recent client references I can contact?

What you're listening for: Immediate yes with contact information provided within 24 hours. Hesitation or excuses are warning signs.

Market Knowledge Questions

11. What's the current market like for buyers in my price range and target area?

What you're listening for: Specific data. Average days on market. List-to-sale ratio. Number of active listings vs. sales. General answers suggest lack of preparation.

12. What are the biggest challenges buyers are facing right now, and how do you help them overcome those?

What you're listening for: Realistic assessment with specific strategies. Not just "it's competitive" but "here's how we win."

13. How do you determine what price to offer on a property?

What you're listening for: Detailed process including comparable sales analysis, market conditions, property condition, seller motivation. Not gut feeling or asking price.

14. What percentage of your buyers' offers are accepted on the first try?

What you're listening for: 40-60% in competitive markets, higher in buyer's markets. Shows ability to write winning offers without overpaying.

Process & Strategy Questions

15. Walk me through your process from our first meeting to closing day.

What you're listening for: Clear, step-by-step explanation. Organized system. Anticipates questions and problems. Explains your role at each stage.

16. How do you help first-time buyers get pre-approved?

What you're listening for: Lender recommendations with specific reasons. Guidance on document preparation. Understanding of different loan types.

17. What makes an offer competitive beyond price?

What you're listening for: Earnest money amount, contingency periods, closing timeline, personal letters, pre-approval strength. Shows strategic thinking.

18. How do you handle multiple offer situations?

What you're listening for: Specific tactics. Escalation clauses, appraisal gaps, relationship with listing agents. Experience navigating bidding wars without overpaying.

19. What's your approach to home inspections and negotiating repairs?

What you're listening for: Recommends specific inspectors. Attends inspections. Knows what's reasonable to request. Protects interests without killing deals.

20. Have you ever advised a client not to buy a particular property? What were the circumstances?

What you're listening for: Specific examples. Willingness to protect you from bad decisions. Integrity over commission.

Practical Support Questions

21. What lenders do you recommend, and why?

What you're listening for: Multiple options with specific strengths. Relationships that get deals closed. Willingness to work with your preferred lender too.

22. Do you have relationships with inspectors, contractors, and other professionals I'll need?

What you're listening for: Vetted referral network. But not required to use them. Recommendations based on quality, not kickbacks.

23. How will you help me understand and prepare for closing costs?

What you're listening for: Upfront cost estimation. Connection to lender for accurate numbers. No surprise expenses at closing.

24. What happens if something goes wrong during the transaction?

What you're listening for: Specific problem-solving examples from past deals. Calm, solution-oriented approach. Access to broker support when needed.

Compensation & Commitment Questions

25. How does your commission work, and am I responsible for paying you?

What you're listening for: Clear explanation. Typically seller pays both agents through sale proceeds. Any exceptions explained upfront.

26. Do you require an exclusive buyer agreement, and what does it include?

What you're listening for: Explanation of terms and duration. Your right to terminate. Their commitment to you. Reasonable terms, typically 30–90 days.

27. What happens if I want to stop working together?

What you're listening for: Clear exit terms. No penalty for legitimate dissatisfaction. Professional handling of separation.

28. Are there any costs I should expect to pay during the search process?

What you're listening for: Should be none during search. Costs begin after offer acceptance (inspection, appraisal). Transparency about what's normal.

The Most Important Question

29. Why should I choose you over other agents I'm interviewing?

What you're listening for: Specific value proposition. Not "I work hard" or "I care." Concrete examples of results, systems, and support that benefit you.

After the Interview – Evaluation Checklist

Compare agents using these criteria:

- ☐ **Experience:** Sufficient years and first-time buyer transactions
- ☐ **Availability:** Manageable client load and quick response times
- ☐ **Communication:** Style matches preferences and clarity in explanations
- ☐ **Market Knowledge:** Specific data and strategic insights
- ☐ **Process:** Clear system from search to closing
- ☐ **Problem-Solving:** Real examples of navigating challenges
- ☐ **References:** Positive feedback from recent clients
- ☐ **Professionalism:** Organized, prepared, punctual
- ☐ **Personality Fit:** Someone you trust and feel comfortable with
- ☐ **Gut Feeling:** Instinct says this person will protect your interests

PrimeStreet Pro Tip: Interview at least three agents before deciding. The first agent you meet isn't always the best fit. Comparison reveals who truly stands out.