

Buying Agent

Interview Guide

Hiring the Right Agent to Help You Buy a Home



Desert Dreamers Real Estate



Remember to take notes during the interview and compare responses from multiple agents before making your decision.

Good luck with your interview process!

Source of Referral:

- How did you find this agent? (Referral, Google, Social Media, Local Advertisement, etc.)
- Why did you choose to interview them?

Experience:

- Are you a full or part-time agent?
- How many transactions did you close last year?

Market Knowledge:

- What do you know about the local real estate market?
- Can you provide data on recent sales, market activity, and trends?
- Do you specialize in specific neighborhoods or locations?

Availability and Support:

- If you're an individual agent, how do you handle situations when you're unavailable?
- If you're on a team, who will handle my needs if you're not available?

Workload:

- How many buyers are you currently working with?





Property Search Strategy:

- How do you find homes for your clients?
- Do you utilize strategies beyond standard MLS searches?

Transaction Management:

- Can you explain the offer and contract process, including contingencies and timelines?
- How will you manage communication with all involved parties?

Financial Knowledge:

- What experience do you have with the different loan programs and financing options?
- Can you estimate closing costs and explain how they work?

Representation Agreement and Compensation:

- Will you provide a buyer representation agreement?
- What is your professional service fee, and how are you compensated?

Additional Resources:

- Do you offer any additional resources or materials?
- Is there anything else I should know before making a decision?

