



5 Questions to Ask When Interviewing Realtors

When searching for the right real estate agent to help you with one of life's largest purchases, it's important to ask the right questions to ensure they are the best fit for your needs. Here are 5 key questions to consider.

1. What is your average list-to-sale price ratio?

- Measure Negotiation Skill

The list-to-sale price ratio shows how effectively the agent negotiates for you, which is imperative for getting the best deal.

2. How well do you know the local market?

Knowing the market conditions is crucial to making a competitive offer that will get you the house you want.



3. Can you provide references from past clients?

Assess Customer Service

References give insight into the agent's communication, responsiveness, and ability to solve problems.

Understand Reputation

Positive references demonstrate the agent's integrity and trustworthiness in the eyes of previous clients.

Gauge Expertise

Satisfied clients are a sign that the agent has the necessary skills and knowledge to handle complex real estate transactions.



4. What is your strategy for negotiating the best price?

1

Research

Thorough market analysis to determine fair pricing

2

Tactics

Creative negotiation techniques to get the best deal

3

Advocacy

Skilled representation of the client's interests



5. How will you handle any challenges that arise during the transaction?



Problem-Solving

Ability to quickly identify and resolve issues



Communication

Keeping clients informed and involved



Adaptability

Flexibility to adjust strategies as needed



Experience

Drawing on past transactions to handle challenges