

20 Questions to ask an agent

- **Experience and Expertise**
 - How long have you been a real estate agent?
 - How many clients have you worked with in the past year?
 - Are you more experienced in working with buyers or sellers?
 - Do you specialize in any particular type of property or neighborhood?
- **Local Market Knowledge**
 - How well do you know this area and its market trends?
 - What are the current market conditions in this neighborhood?
 - Have you sold properties in this area before?
- **Availability and Communication**
 - What's your availability like? Will I primarily work with you or someone on your team?
 - How do you prefer to communicate (phone, email, text)?
 - How quickly can I expect a response from you?
- **Marketing Strategy (for Sellers)**
 - How will you market my home?
 - What tools or platforms do you use to attract buyers?
 - Can you provide examples of marketing materials you've created for past clients?
- **Home Search Strategy (for Buyers)**
 - How will you help me find a home that meets my criteria?
 - Do you have access to off-market listings or pre-market opportunities?
- **Negotiation Skills**
 - How do you handle negotiations to ensure I get the best deal?
 - What's an example of a challenging negotiation you've handled successfully?
- **Professional Network**
 - Do you have a network of trusted professionals, such as inspectors, lenders, or contractors?
 - Can you recommend a reliable mortgage broker or lender?
- **Fees and Contracts**
 - What are your commission rates or fees?
 - Can you explain the terms of your contract, including cancellation policies?
 - Are there any additional fees I should be aware of?
- **Client Support and Reviews**
 - Can you provide references or reviews from past clients?
 - How do you handle challenges or conflicts during the process?
- **Closing and Beyond**
 - How will you assist me through the closing process?
 - Will you be available to answer questions after the transaction is complete?

Need help? Text me! I'm connected with agents nationwide and can find you the very best in your area!
818.259.1991.

-Ali Banks