

Questions to Ask Before Choosing Your Agent

1. What is the Brokerage Relationship we'll have if I commit to using you for my purchase? You don't know who any agent is working for until you talk about it, and get it in writing so you see all their duties and obligations. There is a simple form they can go over with you.

Before you tell an agent anything about yourself it's important to know who they represent. Make sure your agent is officially representing you, and not the seller, otherwise they may not have to watch out for you. For example, the salesman at a builder's model is probably working for the builder, no matter how nice they are to you.

2. How long have you been in residential real estate sales?

While experience is no guarantee of skill, real estate — like many other professions — is mostly learned on the job.

3. Is it your full-time job?

Time is of the essence in real estate. You need an agent who is always available to answer your questions, and who can turn paperwork around in minutes instead of days.

4. How will you communicate with me about my purchase? How often?

This question doesn't have a correct answer, but it helps you find an agent that you'll be comfortable with. Do you want updates twice a week or do you not want to be bothered unless it's important? Do you prefer phone, text, e-mail, or a personal visit?