

HOMEBUYER CHECKLIST

# Finding a real estate agent

Finding a real estate agent you can trust and feel comfortable working with is important in the homebuying process. Don't feel obligated to go with the first agent you talk to, and ask lots of questions. They have to sell themselves to you — not the other way around. Also, choosing the right real estate agent can be personal, so don't be afraid to go with your gut. If you're comfortable with an agent's approach, and you feel the right kind of connection, your intuition may help your decision. As you talk to agents, you can use this guide to help you in your search for the right one.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Office location: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Years of experience: \_\_\_\_\_

## QUESTIONS TO ASK A REAL ESTATE AGENT

1. Do you work primarily with buyers or sellers?

\_\_\_\_\_

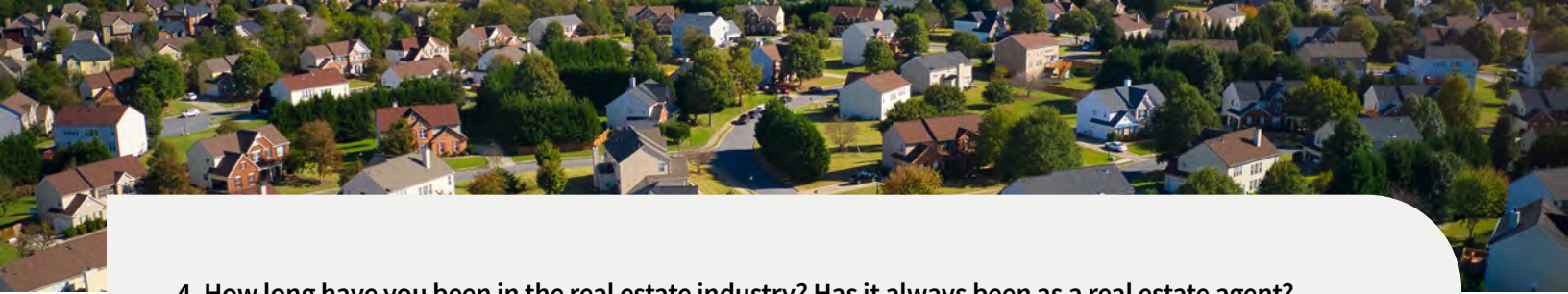
2. How well do you know the area I'm interested in? Have you ever lived there? Have you sold homes there recently?

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3. Have you worked with many first-time homebuyers? \_\_\_\_\_





**4. How long have you been in the real estate industry? Has it always been as a real estate agent?**

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**5. Do I have to sign a contract, and if so, can I cancel without penalty?**

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**6. Can you explain how your commission works?**

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**7. Would I be responsible for any costs?**

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**8. How many clients are you currently working with?**

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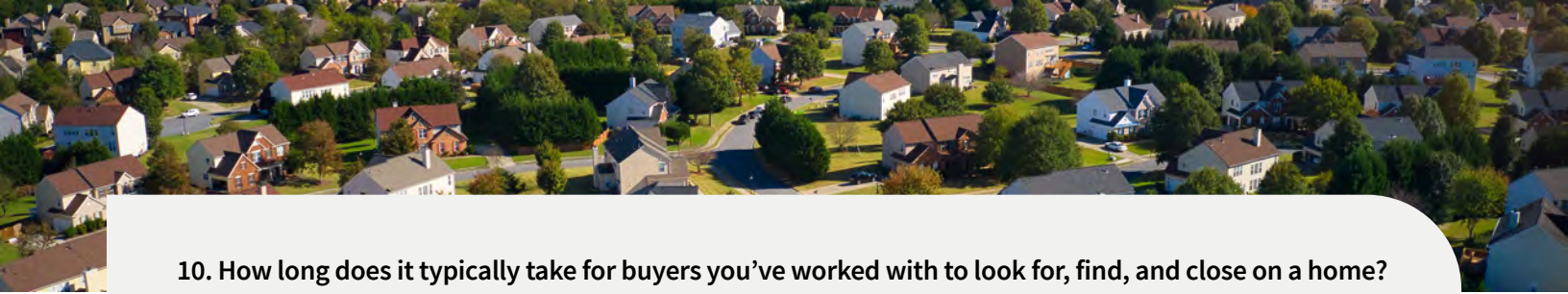
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**9. What is your approach to helping buyers find their ideal homes?**

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**10. How long does it typically take for buyers you've worked with to look for, find, and close on a home?**

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**11. Are you a full-time or part-time real estate agent?**

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**12. When is the best time during the day to contact you?**

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**13. When is the best time and day to look at houses?**

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**14. Do you have references I could contact?**

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**NOTES:**

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This checklist is for educational purposes only. Be sure to communicate with your real estate agent for specifics on home shopping and home inspections.

