26 Questions To Ask A Buyers Agent

GENERAL EXPERIENCE

1. How many years have you been a licensed real estate agent?
2. How many buyers have you worked with in the past year?
3. What percentage of your business is dedicated to working with buyers versus sellers?
4. Do you specialize in any particular type of property (single-family, condos, fixer-uppers)?

MARKET KNOWLEDGE

5. How well do you know the local market and neighborhoods?
6. Can you provide examples of helping buyers secure homes in competitive markets?
7. What strategies do you use to help buyers negotiate the best price and terms?

HOME EVALUATION EXPERTISE

8. What common issues do you look for when touring homes with clients?
9. Can you identify red flags during a showing (structural, roof, HVAC concerns)?
10. Do you attend home inspections with your clients?
11. What experience do you have in identifying issues that might arise with homes?

PROFESSIONAL NETWORK

12. Do you have a network of trusted specialists you can recommend if issues are found?
13. Can you guide buyers on whether to request repairs or negotiate credits for issues?

COMMUNICATION PROCESS

14. How do you keep buyers informed throughout the home-buying process?
15. What steps do you take to ensure buyers don't miss critical deadlines?
16. Can you explain your process for helping buyers evaluate potential offers?
17. Do you thoroughly explain listing and purchase contracts?

PROBLEM SOLVING

18. How have you handled situations where a home inspection revealed significant issues?
19. Can you share an example of how you helped a buyer avoid a problematic home purchase?
20. How do you handle situations where an appraisal comes in low?
21. What steps do you take if financing issues arise during the transaction?
22. Are you open to submitting back-up offers in case the current contract falls through?
23. Will you submit an offer at the price I request, even if significantly below asking price?

ADDED VALUE

24. What do you do differently from other agents to provide value to your buyer clients?
25. Do you have additional certifications related to home construction or inspection?
26. How do you ensure buyers are making a sound investment?



Ready to find the perfect buyer's agent?

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