

Realtor Question Checklist

How to interview a real estate agent who will represent you well.

Choose an agent who represents you and communicates the way you need. Use this checklist while interviewing one or more agents before committing.

Experience & Representation

- ☐ How long have you been working in this market, and with which buyers?
- ☐ Do you work as a buyer's agent, and who do you legally represent?
- ☐ How many buyers have you helped in my price range this year?
- ☐ Can you share references from recent buyer clients?

Market Knowledge

- ☐ How would you describe the current market in my target area?
- ☐ What are typical days-on-market and sale-to-list ratios here?
- ☐ Which neighborhoods fit my budget and priorities, and why?
- ☐ What red flags do you see most often in this market?

Process & Communication

- ☐ How quickly do you typically respond, and by which channels?
- ☐ How will you search for homes and alert me to new listings?
- ☐ How many homes do you usually show a buyer before an offer?
- ☐ Will you be present at inspections and closing?

Offers & Negotiation

- ☐ How do you help set an offer price using comparable sales?
- ☐ How do you handle multiple-offer situations?
- ☐ What contingencies do you recommend, and which are risky to waive?
- ☐ How do you advise on earnest money, inspection responses, and credits?

Team & Logistics

- ☐ Do you work full-time as an agent?
- ☐ Do you have a written buyer representation agreement, and what are its terms?
- ☐ How are you compensated, and is there any cost to me?
- ☐ Can you recommend inspectors, lenders, and attorneys you trust?

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