

## Questions to Ask Real Estate Professionals

**How long have you been in residential real estate in our area?** If they have not been in local real estate for several years, they have not been involved in the cyclical market that has defined our market to date. Along with this, ask how many transactions they average per year. One agent could have been in business 10 years and have only closed 30 transactions, while another agent could have been in business 5 years, yet closed 500 plus transactions. Experience is relative to the amount of business the agent does.

**What is your procedure for assisting a buyer from beginning to closing?** Make sure that the agent has a precise presentation for you that explains exactly how they work and how they represent only you and your best interests.

**What about qualifying for a mortgage?** It is important to be qualified with a mortgage lender early in the process. This way you are ready to make a strong offer at a moment's notice, increasing your chances for not only finding, but buying the home of your dreams.

**How do you provide me with information as homes new to the market become available?** Your agent should have a system that automatically updates you when the homes that meet your criteria come on the market.

**What about negotiating experience?** This is important. Pay close attention to how many transactions the agent does per year. More is better. The more transactions the agent closes, the more experience they have in negotiating just about every situation that could come up.

**How do you find the best value for me?** Does the agent ask questions to determine your specific "wants and needs"? Is the agent familiar with the market and market conditions?

**How do you assist me in understanding costs that lenders, title companies, inspectors and others charge during a home purchase?** Make sure that the agent has relationships with companies that can offer you good service and fair pricing. Also make sure that the agent has an immediate knowledge of what typical costs are.

**There are many more questions to ask, this is just a sampling. Do you have a specific question you would like answered? Let us know by [clicking here](#).**