

## ■ INTERVIEWING AGENTS

Q: How long have you been selling residential real estate?

A: \_\_\_\_\_  
*(Three or four years of full-time activity is generally enough to impart a solid foundation.)*

Q: Are you a full-time sales person?

A: \_\_\_\_\_  
*(There are some very good part-time agents, but in the absence of a personal referral, go with full-time experience.)*

Q: Are you a licensed REALTOR?

A: \_\_\_\_\_  
*(REALTORS are well-trained and must conform to a strict Code of Ethics.)*

Q: Do you have access to a Multiple Listing Service?

A: \_\_\_\_\_  
*(A Multiple Listing Service is a computerized database providing a fast, convenient way to gather much useful information about most of the local for-sale homes.)*

Q: Will you represent me or the seller in the transaction?

A: \_\_\_\_\_  
*(Generally, agents represent the seller. However, buyer's agents, who represent the buyer, are becoming more common. Consider interviewing both types.)*

Q: Would you work as a buyer's agent? If so, how would your fee be handled?

A: \_\_\_\_\_  
*(Buyer's agent fees usually are included in the purchase price, as are the selling agent fees.)*

Q: Will you give me the names of several people who have bought their homes through you during the past three months?

A: \_\_\_\_\_  
*(If yes, call and ask if the buyers were satisfied. If no, find another agent.)*

Q: How many buyers are you working with right now? How many sellers?

A: \_\_\_\_\_

Q: How long will our contract be valid?

A: \_\_\_\_\_

Q: How familiar are you with my preferred community?

A: \_\_\_\_\_

Q: How many homes have you sold in the last year?

A: \_\_\_\_\_