

Questions to Ask When Selecting a Buyer's Rep

If you're interested in buying a home, it's easy to focus on homes for sale. It's equally essential to pick a real estate professional to serve as your buyer's agent.



Personal conversations are one of the best ways to decide whether an agent has the knowledge and skills to meet your needs. Buying a home is a very unique, significant, and potentially challenging experience that requires teamwork!

Consider discussing these topics and questions:

EXPERIENCE AND CREDENTIALS

How long have you been a buyer's agent? Are you an Accredited Buyer's Representative (ABR®)? What other real estate designations or certifications do you hold?

REFERENCES

Could I talk to past clients who can tell me about their experiences working with you?

KNOWLEDGE

What aspects of the real estate business do you know best? For example, do you specialize in certain types of properties?

FINANCING

Can you guide me on mortgage options and choosing a lender? Do I have to be pre-approved for a mortgage before we start seeing homes?

REPRESENTATION

I've heard there are differences between being a customer and a client. Can you please explain my options and what representation and fiduciary duties mean?

COMMISSIONS

How will you be compensated as my buyer's agent?

CONTINGENCIES

What is your advice about property inspections and other contract contingencies?

SERVICES PROVIDED

How will you assist me at each stage of the transaction? Can you share your written agreement that details our obligations to each other?

FINDING PROPERTIES

Do you have full access to the Multiple Listing Service (MLS) in the areas we're considering? How will you update me on new listings? Will we view properties not in the MLS, such as for sale by owner (FSBO) homes?

NEGOTIATING

How are you approaching negotiations in today's market? Do you take any special steps to help strengthen my offer?

TRANSACTION SUPPORT

Will you handle all aspects of my transaction, or will I work with assistants? Who will talk me through the various forms, agreements, and steps required to reach closing?

You want to feel confident your agent will address your concerns and help you achieve your dreams.



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