

Real Estate Agent Interview Questionnaire

Ask potential agents the following questions, as well as anything special to your transaction, like their experience helping buyers looking for fixer-uppers or newly constructed houses.

Name of real estate agent and contact information (phone, email, etc.):

Date of conversation:

1. Do you work full time as a real estate agent?

2. How long have you been in the real estate business?

3. Do you have additional certifications beyond your general real estate license? If so what are they?

4. Will you ever represent me as a dual agent?

5. How many residential real estate transactions have you been a part of in the past year?

6. In how many of those transactions have you represented the buyer?

7. What was the price range of homes you helped clients buy within the last year? What was the average price?

8. Do you specialize in a certain type of property?

9. Do you specialize in a certain geographic area?

10. Do you partner with other agents or use assistants?

11. How will I reach you? Are there days or times you're unavailable, or do you have any vacations planned?

12. Can you provide at least three names of recent clients who purchased first homes with you, who will serve as references?

Notes:

Best Answers:

- 1. Yes.**
- 2. The longer the better, but at least three years.**
- 3. More certifications show a commitment by the agent. A Realtor ABR or ABRM designation indicates that the agent has significant experience working with buyers.**
- 4. Only acceptable answer is “No.”**
- 5. Should be a minimum of ten.**
- 6. Best answer is “all of them,” but should be at least half.**
- 7. Should be about your price range.**
- 8. Should be the type of property you’re interested in, like a single-family house, condo, or co-op.**
- 9. Should be the geographic area where you’re looking to buy.**
- 10. If so, find out who you’ll be working with, what their real estate experience is, and what they’ll be doing.**
- 11. Make sure you can reach the agent when you need to. If you plan to buy soon, make sure the agent will be readily available (not on vacation).**
- 12. Only acceptable answer is “Yes.**