

Questions a buyer should ask a Real Estate Agent

1. How long have you been an agent?
2. What are your fiduciary duties to me as a buyer?
3. How many homes do you help buyers purchase each year? How many homes, total, do you help close?
4. Do you work full-time or part-time as an agent?
5. Do you work with both buyers and sellers?
6. Do you ever represent a buyer and seller on the same transaction?
7. How many buyer clients do you have right now?
8. What's the ratio of buyers to sellers that you represent?
9. How long do you usually work with buyers, from the first home you see together to the closing table?
10. Can I see your real estate license?
11. Do you have references I can call?
12. Have you helped buyers find homes in these areas?
13. Have you helped buyers find homes at these price ranges?
14. Will I be working with you individually, or with a team?
15. How does your commission work?
16. How do you help buyers compete in this market?
17. Can you explain the homebuying process from start to finish?
 - How do showings go?
 - How do offers work?
 - What happens during a home inspection?
 - What happens after an offer is accepted?
 - What happens during the closing process?
 - What is the timeline from start to finish?
 - And anything else you can think of.
18. What's the best way to contact you?
19. When is your best availability during the day and week, typically?
20. Can I see a CMA (comparative market analysis) for this house?
21. Do you see any major red flags with this house? What are your concerns?
22. What offer would guarantee this house? What offer would be a good jumping-off point for negotiation?
23. What other concessions should I ask for or make in this offer?
24. What is earnest money, how much should I offer?
25. What happens if the home inspector finds a problem?
26. What happens if the house appraises under the offer price?
27. What are closing costs? How much will they be?
28. Are you familiar with FIRPTA?