

Ask These 10 Questions to Find the Right Realtor®

- 1. How long have you been a Realtor®?**
Look for someone with a few years in the business. Willing to try a rookie? Ask if they'll receive hands-on help from a broker.
- 2. What neighborhoods do you specialize in?**
They need to know home prices, schools, safety, public transportation and cultural amenities.
- 3. What's your schedule and availability?**
Whether full-time or part-time, your Realtor® should guarantee that urgent matters will be addressed immediately.
- 4. Do you work independently or with a team?**
Find out if you'll be working exclusively with one person or if others may provide backup.
- 5. What's your buying-to-listing ratio?**
While most agents help both home buyers and sellers, the best tend to specialize in one or the other.
- 6. How many homes did you help buy/sell in the past year?**
Ask for specific numbers of closings and negotiation strategies.
- 7. How long does it typically take buyers you've worked with to buy/sell a home?**
If a Realtor® says it typically takes six months to a year, you could end up frustrated.
- 8. How will you determine what homes match my wish list?**
A good buyer's agent provides clients with a questionnaire to pinpoint home-buying criteria.
- 9. How many clients are you currently working with?**
More than 10 clients might be too many to provide you with high-quality, one-on-one service.
- 10. How will you keep in contact with me during the process, and how often?**
It's best if your Realtor®'s preferred method of communication aligns with yours. **Plus:** Find someone who'll check in at least weekly (and daily in a fast-moving market).

SOURCE: realtor.com


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