



Lambert
GROUP

Interview Questions You Should Ask *Your Buyer's Agent*

EXPERIENCE AND CREDENTIALS:

1. How long have you been a real estate agent?
2. Are you a full-time or part-time agent?

MARKET KNOWLEDGE:

1. How familiar are you with the local housing market?
2. Can you provide recent examples of properties you've sold in the area?
3. What trends are currently affecting the local real estate market?

COMMUNICATION:

1. What is your preferred method of communication, and how often should I expect updates?
2. Can I reach you outside of regular business hours in case of an emergency?

FINANCING AND COSTS:

1. Can you recommend trusted mortgage lenders or financial institutions?
2. What costs should I be aware of beyond the purchase price (e.g., closing costs, property taxes)?

PROPERTY SPECIFICS:

1. What types of properties do you specialize in (e.g., single-family homes, condos)?
2. Can you help me identify potential issues or red flags with a property?

LOCAL AMENITIES AND SERVICES:

1. Can you provide information about schools, parks, public transit, and other amenities in the area?
2. What is the primary area where you do most of your real estate business?

OFFER AND CONTRACT PROCESS:

1. Can you explain the process of making an offer and what contingencies are typically included?
2. What assistance can you provide in understanding the terms and conditions of the contract?

REPRESENTATION AND DUAL AGENCY:

1. Will I be working with you directly or a team? What does working with you look like?
2. How many clients are you currently working with?
3. Will you be representing only me in this transaction, or do you also represent the seller?
4. What are the implications of dual agency, and how will my interests be protected?
5. What is your coverage plan if you are not available due to sickness or other unforeseen emergencies?



COMMISSION:

1. What is the fee structure? Do I pay for your buyer's commission? If so, what do you charge for your services?
2. What if the seller is not offering a commission to the buyer's agent?
3. Can I use more than one buyer's agent to search for properties for me?
4. Do you require a Buyer/Broker Agreement? If so, does it have to be exclusive or will you entertain non-exclusive?
5. What is the minimum term you would consider in a buyer/broker agreement?

FINAL QUESTIONS:

1. What is the best way to find what I am looking for?
2. Can you provide references for me to contact?
3. Do you have any questions for me?



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