

## **Hiring the right REALTOR® for you.**

### *20 Critical Interview Questions*

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#### **Is your REALTOR® committed and market-savvy?**

1. Are you a licensed REALTOR®, a member of the National Association of REALTORS®?
2. Do you work full-time as a REALTOR®?
3. How well do you know my target neighborhoods and their property values?
4. Can you provide me with a detailed analysis of recent sales, pendings and listings in my chosen neighborhoods?
5. How do you stay up-to-date with market trends? Can you explain how the current market affects my decision to purchase?
6. What online tools does your website offer to help make my home search easy?
7. How, and how often, will you keep me up-to-date with new listings, price-changes, and solds?
8. How do you evaluate listings to ensure the homes we visit will meet my criteria?
9. What systems do you have in place that will keep you in constant contact with me during the search process and throughout my transaction?
10. Can you please provide references from past clients?

#### **Does your REALTOR® work for a reputable company with demonstrated performance in the region?**

When a REALTOR® is supported by a broker with proven expertise, services, and tools, he/she can dedicate more personal time and resources to serving you in a successful transaction.

1. How long has your broker been in business in this region?
2. What is your broker's track-record for success? What is their market-share and regional ranking?
3. How many agents are there in your company and how will your broker alert you of new company listings before they are released to other brokers?
4. How many people visit your broker's website?
5. What tools does your broker's website provide to me, as a buyer, to help me find a home?
6. Can your broker provide me with reliable and up-to-date community information (eg: population statistics and school test results) for my targeted neighborhoods?
7. How does your broker keep you up-to-date with legal issues, negotiation techniques and market trends?
8. Does your broker have an in-house loan representative who can help me decide how much home I can afford, and then assist me with my loan application?
9. Can your company help me find affordable yet comprehensive home insurance from a trusted broker?
10. Is your company partnered with a home-warranty company to protect me after close of escrow from unexpected home repair expenses?

For a checklist to help you compare Lyon with other brokers [click here](#).

can evaluate them in terms of your needs and affordability, and I won't waste your time on unsuitable homes.