

What questions should a client ask when interviewing a Realtor?

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A: When a client is interviewing agents for their representation in buying or selling, there should be no such a thing as a “stupid question.” Being honest with each other is very important.

If a client wants to insure that they will be receiving the best service from their agent, they should not hesitate asking the agent about the time available for them, how many buyers are they currently working with, how many listings are they currently marketing, and does the agent have the time to take on their business.

Asking the agent some of the following questions: how do you communicate with clients, how often do you communicate with your clients, what methods are used for communications, do you have marketing plan for my property, do you consider yourself a good negotiator, do you have references that I can contact, do you prefer buyers or sellers and what amount of your sales are split between the two?

How do I know that I am being fairly represented? Do you represent both sides of a deal? If you do not do this, why? How does this work with multiple offers?

Experience counts and availability is essential: how long have you been in the business? How many properties have you sold? How well do you know this market? How well do you know this area? Are you doing the showings, the open houses and tours, and if not, who is?

The way to setting expectations are by asking lots of questions. When the client and the agent are in agreement with the answers, that will help make a smooth and successful transaction.

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