

# 15 CRITICAL QUESTIONS

## TO ASK YOUR REALTOR® WHEN BUYING A NEW HOME



**FIRSTTEAM**®  
REAL ESTATE

# Q'S | TO ASK YOUR REALTOR®



If you don't ask real estate agents the right questions before buying your house, you could run into costly mistakes and miss out on countless opportunities.

To make sure you're working with the best professional to meet your needs, here are 15 questions every buyer should ask their agent for both vetting before and while working together.

# #1

## How familiar are you with the neighborhood markets I want to purchase in?



Ideally your agent is the expert in your dream neighborhood. If not, they should have the data and reports to MAKE them the expert in your desired neighborhood(s).

# #2

## Do you have references I can call?



Vet your new agent with the same rigor you would any professional working for you. Read their online reviews thoroughly, and connect with their previous clients to ensure they are a trustworthy and qualified real estate agent.

# #3

## How do I best determine my housing budget?



You know your finances best, but your agent should be able to help you prepare a homebuying budget and calculate all expenses like closing costs, property taxes, mortgage insurance, and more.

# #4

## What if there aren't any homes for sale in my desired neighborhood?



Your agent should be willing to canvas selected neighborhoods by phone or mail to find a homeowner that may consider selling. This includes reaching out on expired and canceled listings, back-on-market listings, and anything on the MLS with a pending or backup status that may fall out of escrow.

# #5

## What connections to other agents in the area do you have?



Outreach to other agents that work in your desired neighborhoods can help uncover new listings before they even hit the market. Having a larger network of industry connections locally, nationally, and internationally all help to keep a pulse on the market and identify quality listings in your desired neighborhoods.

# #6

## How will you find off-market listings?

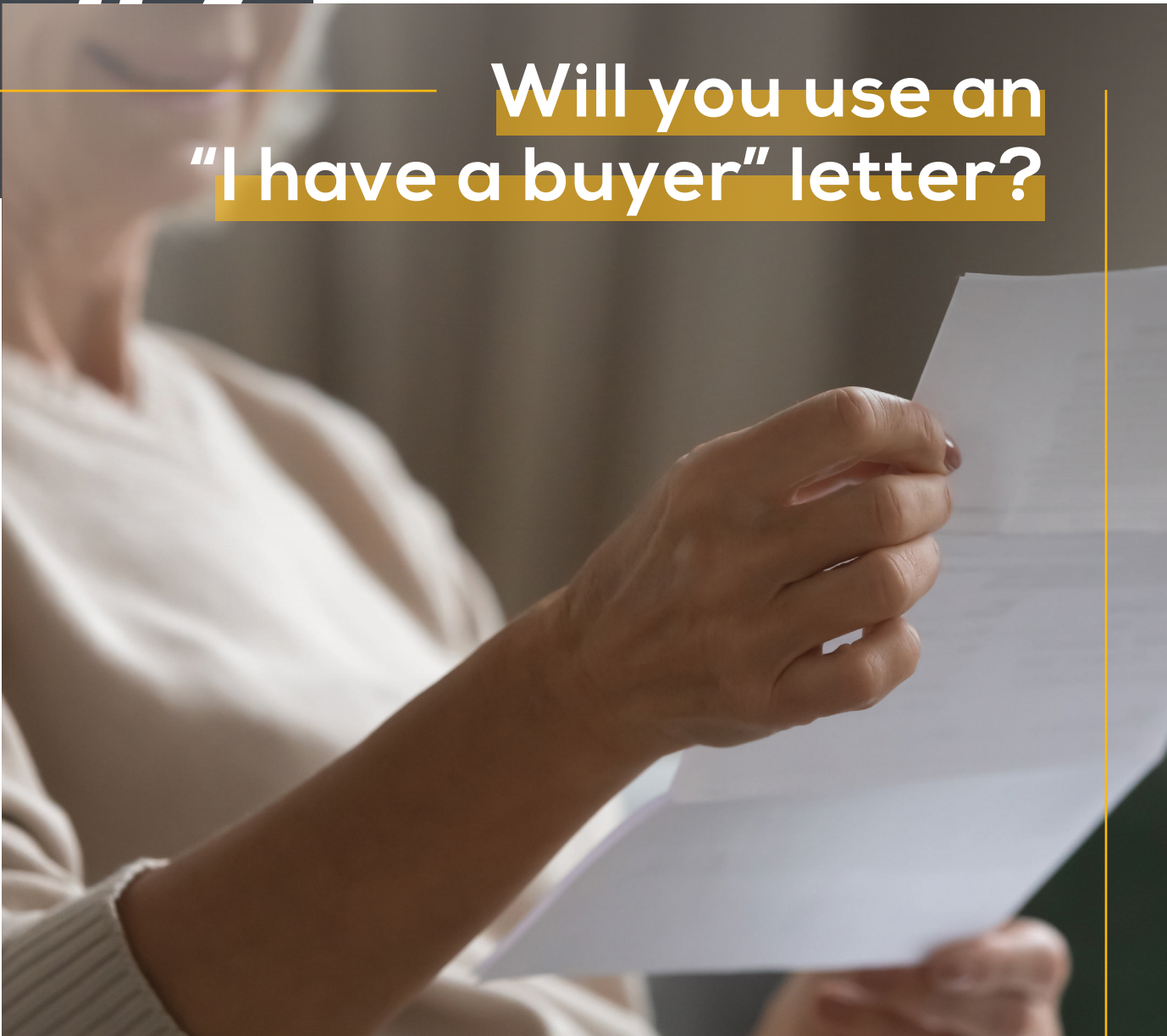


By the time a home shows up on Zillow, many of the best buyers have already seen it. So your agent needs a strategy to identify off-market listings so you can be the first to know when the perfect house for you becomes available. This includes outreach to potential sellers, expired and canceled listings, and brokerage connections to coming soon and off-market listings.



# #7

## Will you use an "I have a buyer" letter?



Savvy agents will canvas your ideal neighborhood with a friendly "I have a buyer" letter, letting homeowners know that you're looking to purchase a home like theirs.

# #8

## What do you know about foreclosures?



Searching for possible foreclosures can be a great way to find affordable homes for sale, and in the case of limited supply, submitting an unsolicited offer to the owner of a property in a neighborhood you love can uncover new opportunities.

# #9

## Can we submit backup offers on homes currently pending?



If the perfect property fitting all of your needs is in escrow, your agent can check the sales status and find out if it's possible to submit a backup offer. This way if the primary buyer falls through, you're next in line!

# #10



How can you help me “stand out” in a competitive market?

Ask your prospective agent how they’re going to help you stand out in a potential sea of offers. This can include a personally crafted seller letter, or offer presentation via Zoom or live in-person. The more memorable you are, the stronger your offer becomes.

# #11

## How will we communicate?



Within reason, your agent should never be out of touch, especially in a fast-paced market where waiting even an hour for a response can mean the difference between getting and losing a home.

# #12



Will I be working  
with you individually,  
or with a team?

Your agent should have a good support system behind them to ensure every aspect of your transaction is handled properly and efficiently. From coordinators to coworkers, make sure you know who is helping your agent succeed.

# #13

Do you have a good  
recommendation  
for \_\_\_\_\_?

Mortgage broker, appraiser, inspector, real estate lawyer, contractor, moving companies, etc. A good agent can recommend every other pro you need during the buying process.

# #14

## How will you handle negotiations?



An agent that's well trained and knowledgeable will be able to anticipate problems before they arise and have tried and tested negotiation techniques.



# #15

What happens if the home appraisal comes in under the offer price?



It happens! And there are several ways you and your agent can handle it - so you need to review those options together so you're ready no matter what.

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CALL, TEXT, OR EMAIL AND WE CAN REVIEW THESE QUESTIONS IN-DEPTH TOGETHER.



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