

## **Interview Questions for your Realtor:**

When hiring a realtor to help you buy a home, making sure this agent is the best – is important. Do all interviewing in person – either via phone or appt. That way, you can accurately assess their demeanor and their responses – if they can't answer any of these questions easily and quickly. Move on.

## **Buyer questions:**

How long have you been working with buyers – and selling real estate?

Do you sell real estate full time?

What are your specialties? Ie. First time homebuyers, foreclosures, lakefront, etc?

Are you using technology? Ie. Email, text, scanned pdf files, etc

Can you give me two buyer references that I can call?

These answers will give you an idea on the experience, expertise, market awareness, and more. An agent that doesn't work full time at real estate is not a successful agent. Plain and simple – they can't pay their bills, which means they don't sell a lot. Technology is so important – even if you don't text or email scanned docs – it is important that your realtor can. References – two is very important. If they only give you one – move on. If it is a family member of theirs – move on. Always ask the reference if there is a family relation! And, find out if the agent was available quickly, showed them all the homes they wanted to see, was courteous, patient, helpful, etc. Also find out if that agent has followed up since they purchased to check in on them. Good things to know!

**Carrie Abfall**

***Put my 15 years of Experience to work for YOU!***

**[mcabfall@msn.com](mailto:mcabfall@msn.com)**

**812.390.8440 cell/text**

**[www.carriesellscolumbus.com](http://www.carriesellscolumbus.com)**



**COLDWELL  
BANKER**

**SOUTH CENTRAL  
REALTY**