

# Questions to Ask Your Prospective Agent

- **Will your relationship to me be that of a seller's agent, dual agent, designated agent, buyer's agent, or true exclusive buyer's agent?**

**Answer:**

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- **Will our working relationship be that of client or customer?**

**Answer:**

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- **If our relationship is that of a client, do you have a client/broker agreement and will I be required to sign it?**

**Answer:**

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- **Is there ever a possibility of you relating to me in any way other than a buyer's agent?**

**Answer:**

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- **What percentage of your business is devoted to being a buyer's agent?**

**Answer:**

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- **How do you get paid?**

**Answer:**

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- **If your commission is tied to the sale price of the home how can I be assured you will negotiate on my behalf the lowest sale price possible?**

**Answer:**

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- **Do you belong to any organizations that advocate buyer agency?**

**Answer:**

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- **Do you belong to any organizations that advocate true exclusive buyer agency?**

**Answer:**

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- **What training have you had that relates to buyer representation?**

**Answer:**

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- **What are the legal responsibilities that a buyer representative must afford their buyer client?**

**Answer:**

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- **Do you ever represent sellers?**

**Answer:**

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- **Do you ever help sellers obtain the best price and terms for their home?**

**Answer:**

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- **Does anyone else in your office ever represent sellers?**

**Answer:**

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- **Does anyone else in your office ever represent sellers?**

**Answer:**

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- **What office procedures are in place to ensure that confidential information I disclose to you is not used to betray my best interest should I decide to purchase one of your office's listings?**

**Answer:**

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- **How will my best interest as a buyer be met should I decide to purchase a listing of a seller you represent?**

**Answer:**

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- **Do you use the same purchase agreement for both buyers and sellers?**

**Answer:**

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- **What clauses are incorporated within your purchase agreement that will help protect me as a buyer?**

**Answer:**

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- **How will you assure me that I will see ALL homes available (not just homes listed on the MLS) such as "for sale by owner", foreclosed and repossessed properties, etc.?**

**Answer:**

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- **What programs does your office offer that will show me homes that currently are NOT on the market?**

**Answer:**

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- **Do you have "sales meetings" at your office and do you attend them?**

**Answer:**

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- **Have you been awarded any honors such as "top producer", "million dollar producer", or any other "sales" awards?**

**Answer:**

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- **What services do you or your office provide that relate to buying a home?**

**Answer:**

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- **Do you receive any financial benefit from directing me to a particular lender, inspector, insurance agency, attorney, etc.?**

**Answer:**

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- **Do you have state licensed appraisers on staff to assist me in matters of value and appraisal related issues?**

**Answer:**

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- **How will you help me save money?**

**Answer:**

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- **How will you help me save time?**

**Answer:**

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- **Will I be afforded an easy exit from my contractual obligation if I discover that you are not living up to my expectations?**

**Answer:**

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