

CHECKLIST #1

Questions to Ask Real Estate Agents

Whether you're selling or buying, hiring the right agent can be an important part of the home inspection process. Don't be afraid to ask lots of questions when looking for a real estate agent. Here are some of the key things to ask:

1. How long have you been working as a real estate agent?

2. What's your area of expertise (condos, new homes, historic homes)?

3. Do you specialize in listings in one geographic area or neighbourhood?

4. How many buyers/sellers have you successfully represented in the last six months?

5. How will you protect my interests, and why should I hire you rather than another agent?

6. Can you provide me with three to six references of people who have hired you in the past year? (Follow-up on these references is critical.)
