Checklist: Questions to Ask When Interviewing a Realtor for Hire

Use this checklist to compare candidates and choose the best real estate professional for your needs.

Experience & Background

- How long have you been working as a real estate agent?
- How many buyers/sellers have you worked with in the past 12 months?
- Do you specialize in buyers, sellers, or both?
- Do you have experience in my specific neighborhood or price range?
- Are you a member of the National Association of Realtors?

Local Market Knowledge

- What are the current market trends in my area?
- What is the average time on market for homes like mine (or the ones I'm looking to buy)?
- How do you determine competitive pricing?

Marketing Strategy (For Sellers)

- How will you market my property?
- Will you provide professional photography or video tours?
- Do you use social media and online listing platforms?
- How do you attract qualified buyers?
- Can you provide examples of listings you've successfully marketed?

Buying Strategy (For Buyers)

- How do you help clients find homes before they hit the market?
- How will you help me compete in multiple-offer situations?
- Do you provide guidance on inspections and negotiations?

Checklist: Questions to Ask When Interviewing a Realtor for Hire

Communication & Availability

- What is your preferred method of communication (call, text, email)?
- How quickly do you typically respond?
- Will I work directly with you or with a team member?
- How often will you provide updates?

Negotiation Skills

- Can you share an example of a challenging negotiation you handled successfully?
- What strategies do you use to secure the best price and terms?

Fees & Contracts

- What is your commission structure?
- Are there any additional fees?
- What is the length of your contract agreement?
- Can I cancel the agreement if I am not satisfied?

References & Reputation

- Can you provide recent client references?
- Do you have online reviews I can read?
- What differentiates you from other agents?

Tip: Interview at least **2–3 agents** and compare their experience, communication style, and strategy—not just commission rates.