

Questions to Ask Before Hiring a Buyer Agent

January 25, 2018
Sarah-Reanne Brydon

- **How will I find my dream property?**
Does the agent only rely on you finding listings or are they looking for listings you would be interested in as well.
- **What is your experience in the neighbourhoods I am interested in?**
Your agent should know the areas you are interested in well, or even other areas to suggest. They should be able to tell you where good parks, grocery stores and schools are in your desired zones.
- **What is your experience in the type of property I want to buy?**
There are many different types of real estate properties, make sure your agent has knowledge of the type of real estate you are interested in.
- **Explain your negotiation style.**
Offers often can be signed back to the Buyer from the Seller, how will your agent negotiate with the Seller's agent to make sure you find a fair compromise in your offer, so everyone is happy.
- **Do you have preferred home inspectors, lawyers or handymen?**
Make sure your agent has a good enough relationship with important people you will come across during the home buying process, if they have a good relationship then they will make sure you have a great experience.
- **What are the type of legal worries I should consider when buying the type of property, I am interested in?**
Your agent should know the types of clauses or conditions to include in your offer.
- **How do you handle bidding wars?**
Your agent should not be afraid of a bidding war but be confident in the offer they are submitting. What makes that agent stand out, to help you win a bidding war.
- **Do you have recommendations from past clients I can look at, or can I talk to some past clients?**
If a lot of past clients had a bad experience with the agent, chances are you will too. Make sure you find an agent who is able to deliver results and develop a good bond with their clients.
- **What is your relationship with other agents in the area?**
It is important for your agent to be well-received by their community as they will be working closely with the agent who has your dream property listed.
- **What does your gut say?**
You will be spending a lot of time with your agent, so if you don't jive with the person off the bat, then you need to find someone else who you will enjoy spending Saturday afternoons with.