

**THE ABSOLUTE MINIMUM NUMBER OF QUESTIONS YOU SHOULD  
ASK ANY AGENT BEFORE EVER EVEN GETTING INTO THEIR  
CAR!**

1. **How long have you been in residential real estate in our area?** If they have not been in local real estate for several years, they have not been involved in the cyclical market that has defined our market to date.

2. **What is your procedure for assisting a buyer from beginning to closing?** A system designed to serve you as you need, and require it. Also, is a specialist available for each level of the sale?

3. **What is your experience with financing alternatives, and what might they be in my situation?** Each buyer's situation is different. We can literally put you in a much better financial situation with the same monthly payments just by adjusting the financing? You have lots of alternatives. Don't just depend on the lender. Your agent should lead the way.

4. **How do you determine my qualifications and when?** You would be shocked at how rare it is for an agent to complete your qualifications right away, but how important it is to already have it done, when you decide on a home.

5. **What is your procedure for providing me with information about homes for sale that meet my needs?** More often than not, this is just a do it when there is time situation. Our program offers you a consistent, automatic, and dependable resource of information.

6. **What is your negotiating philosophy, and how do you apply it to me?** We work for you and make sure you get the best value possible. Research and investigation on our part, hard negotiation, and financing put you in the best possible position. Win, Win? NO WAY, we work for you and we work to get you the best deal!!)

7. **How do you find the best value for me? How do you make sure it is a good value?** Homework! We don't cut any corners. We make sure you know the true value, supported by hard facts, not just that we think it is a good deal.

**8. How do you protect me from the extensive costs that lenders, title companies, inspectors and others charge a home purchaser?** The typical answer is that these charges are just normal. We know that there are excessive costs involved, and we can save you up to \$1,000 by being your advocate with each of these services. Yes you still get top quality service and products.

**9. Can you sell us a new, resale or foreclosed home?** Most agents will answer affirmatively, but you should follow up with questions about specific builders and areas. Find out the detailed knowledge that the agent has of homes that will fit you.

There are many more questions to ask, this is just a sampling. Hope it helps.