

## 5 questions to ask before hiring a real estate professional

### 1. What is your experience?

Experience is about more than how many years someone has been in business. Take the time to learn about the types of properties they typically work with, which cities or areas they work in, and how many homes they helped buy or sell in the past year.

### 2. What is your approach to the buying or selling process?

If you're buying, how will the representative search for suitable properties and what is their approach to negotiations? If you're selling, how will your home be marketed to help attract prospective buyers? By understanding their approach, you'll know what to expect and will be able to determine which representative's philosophy and methods align with your preferences.

### 3. What services will be included?

Discuss your particular needs and expectations with prospective representatives to ensure they are able to provide the services you expect. For example, when selling, will the representative have professional photos taken of your home? Will they host open houses? What about advertising? Understanding exactly what services will be provided, and later documenting them in your written contract, will help avoid misunderstandings later on.

### 4. What are the commissions or fees that I will need to pay?

Commissions and fees can vary between brokerages and for the services provided, so be sure to understand what will be provided and what it will cost. Keep in mind that, as with most things, the cheapest deal is not necessarily the best one.

### 5. Do you have references?

As with most job interviews, getting in touch with references is an important step before hiring someone. So, speaking with past clients is a great way to learn more. Were past clients pleased with their experience? Was the representative responsive and easy to get in touch with? Would they recommend them to others?