

7 Questions to Ask Before

YOU HIRE YOUR AGENT

1 What is your stance on the Inspection Contingency?"

- What you want to hear: "I never recommend waiving the right to inspect."
- The Goal: Even if you buy a home "As-Is," you need the right to walk away if the inspection reveals a "money pit." An agent who pressures you to waive this is prioritizing their commission over your protection.

2 "How will you help me stay grounded in my budget?"

- What you want to hear: "We won't tour homes above your pre-approved ceiling."
- The Goal: A great agent protects you from "budget creep" so you don't end up feeling like your actual home is a consolation prize.

3 "What is your specific marketing plan for professional media?"

- What you want to hear: "Every listing gets professional photography and high-end video—no exceptions."
- The Goal: Video generates 403% more inquiries. If they are taking photos with a smartphone, they are leaving your money on the table.

4 "How do you handle communication with the other side before we submit an offer?"

- What you want to hear: "I call the listing agent every single time to find out what the seller actually needs (leasebacks, specific closing dates, etc.)."
- The Goal: Writing an offer in the dark is a losing strategy. You want an agent who "picks up the phone" to give you the competitive edge.

5 "Do you require a pre-approval before we start touring?"

- What you want to hear: "Yes. It's the first step in our process."
- The Goal: This shows the agent respects your time and their own. It ensures you are shopping with a "loaded gun" rather than just window shopping.

6 "What is your process for the final walkthrough?"

- What you want to hear: "It is a mandatory step scheduled as close to closing as possible."
- The Goal: You need to ensure the AC still works and no new damage occurred during the seller's move-out. It's not a formality; it's your last line of defense.

7 "What is your strategy if we don't get an offer in the first 10 days?"

- What you want to hear: "We price it right from Day 1 based on hard data, but we have a pre-set plan for adjustments if the market speaks."
- The Goal: You want an agent who understands that "First Impressions" are everything and won't let your listing go stale.