

How to Choose the Right Realtor – Interview Checklist

 Use this list when interviewing a Realtor to find the best fit for you!

General Questions

- ☐ How long have you been in real estate?
 - ☐ Are you a full-time or part-time agent?
 - ☐ How many homes have you sold in the last year?
 - ☐ Do you specialize in working with buyers, sellers, or both?
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Market Knowledge & Experience

- ☐ What's the current market like for buyers/sellers?
 - ☐ How do you determine the right price for a home?
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For Sellers: Marketing & Selling Strategy

- ☐ How will you market my home? (Professional photos, video, social media, open houses?)
 - ☐ Do you have a network of buyers and other agents?
 - ☐ What's your average time on market for listings?
 - ☐ How do you handle negotiations?
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For Buyers: Home Search & Negotiation

- ☐ What strategies do you use to make competitive offers?
 - ☐ Do you have a team of mortgage brokers, inspectors, and lawyers you recommend?
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Communication & Availability

- ☐ How often will we communicate, and what's your preferred method?
 - ☐ Do you work with a team, or will I be dealing with you directly?
 - ☐ What's your availability for showings or listing appointments?
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Commission & Contract Terms

- ☐ What are your commission fees, and are they negotiable?
 - ☐ Do you require an exclusive contract?
 - ☐ What happens if I want to cancel our agreement?
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Serving Windsor & Essex County, including: Windsor, LaSalle, Amherstburg, Tecumseh, Lakeshore, Essex, Kingsville, and Leamington.



Download & print this checklist before meeting your potential Realtor!



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