



BUYER INTERVIEW

Choosing the right REALTOR® can make a big difference. You may want to interview two to three people before making your final choice. Your goal is to get a sense of who would give your project the attention it deserves. Who seems best qualified, and who has experience in the part of town you are interested in? Communication styles and frequency of contact are important, too, so look for someone who will be able to talk to you and has the tools to reach you throughout the process.

Do you hold an active Oregon real estate license and are you a REALTOR® (a member of the National Association of REALTORS®)? *Note: Be certain that your agent is a REALTOR® who adheres to a strict Code of Ethics.*

Do you belong to the Multiple Listing Service (MLS) and/or a reliable online home buyer's search service?

Are you familiar with the Oregon Buyer Advisory?

Do you provide exclusive buyer representation?

Do you specialize in homes in a particular price range?

Note: If you are a first-time buyer, ask how many first-time buyers they have worked with in the past!

Tell me about your experience in the area of town I am interested in.

What resources does your firm bring to the process for me as a buyer?

Can you recommend professional home inspectors?

Do you have contacts in the mortgage/finance industry?

Knowing my price range and my wish list, what is the first thing you would do as my REALTOR® to help me find my dream home?

In this market, what do you believe is the biggest challenge for me as a buyer?

If we work together, how often would you be available to work with me after normal work hours and on weekends?

How often do you check in with clients and how do you typically communicate (cell phone, email, face to face, etc)?

Besides being a REALTOR®, do you hold any professional designations?

Note: REALTORS® with additional expertise assisting buyers may hold an ABR designation. REALTORS® with a GRI have advanced training in all aspects of the transaction process.

May I get three references from you, preferably clients whom you have helped in my price range or in the area I want to live in?



SELLER INTERVIEW

You can invite local REALTORS® to your home to give you a "listing presentation" without being under any obligation to hire them. A listing presentation typically includes information about the REALTOR'S® experience, their company and the reasons why you should list your property with that particular individual. A good REALTOR® will have already researched your property prior to the presentation. The presentation should answer a lot of questions, but in case not everything you want to know is answered, here are some critical questions you should ask.

Do you hold an active Oregon real estate license and are you a REALTOR® (a member of the National Association of REALTORS®)? *Note: Be certain that your agent is a REALTOR® who adheres to a strict Code of Ethics.*

Do you belong to the Multiple Listing Service (MLS)?

Note: If there is no nearby MLS, ask your REALTOR® how often they cooperate with other local brokers on a sale.

What properties have you listed or sold in this neighborhood recently?

What percentage of market share do you have in the neighborhood? price range?

What share of the commission will you offer a competing broker who finds the buyer?

How do you go about setting your listings apart from the competition?

In this market, what do you believe is the biggest challenge for me as a seller?

How many other sellers are you currently representing?

How long has your oldest listing been on the market, and (in your opinion) why has it not sold?

Where will you advertise my home, in what media and how often?

Besides advertising, what other things do you do to market your listings?

Will you conduct open houses for my property, and if so, how soon and how often?

How often do you communicate and update your sellers, and how do you prefer to communicate (cell phone, email, face to face, etc)?

Besides being a REALTOR®, do you hold any additional designations?

Note: REALTORS® with additional expertise in residential properties may hold a CRS (Certified Residential Specialist) or even RESORT designation (RSPS) for expertise in Resort Properties. REALTORS® with a GRI have advance training in all aspects of the transaction process, and REALTORS® with the CIPS designation (Certified International Property Specialist) have expertise with international clientele.

May I get three references from you? I would especially like to talk to recent clients whose homes you have sold in this area.