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From The Desk of **Mel Gilson**
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Buyer's Agent Interview questions and selection process.

When should you interview and hire your agent? We think it should be the first thing you do when you are ready to buy a home. Knowledgeable Realtors will help you understand all aspects of the home selection and purchase process and guide you step by step through it. Picking a Realtor that you have confidence in can save you time and money and a lot of uncertainty and stress. It should be your first step. Remember Realtors are not equal in their skills, knowledge and experience. Most only work part time and typically do less than 5 sales a year. On an average 7% of the Realtors in the country make 90% of the sales. These are the full time professionals you need to find to represent you. Pick one who has well-rounded skills and a good track record. Here are some questions you should ask to ensure you get the right person working for you.

1. How long have you worked for your current brokerage?
2. How long have you been a Realtor?
3. What are your professional qualifications?
4. Why would I choose you over other agents in the area?
5. What would you say are your strongest skills?
6. What are your weakest skills?
7. How many homes have you sold in the last year?
8. In what area of the county do you normally work?
9. Are you familiar with the local neighborhoods?
10. What can you tell me about the school systems in my area of interest? (If applicable)
11. How often will you keep in touch with me?
12. Will I be working with you alone, or with a member of your team or both?
13. Tell me about your negotiating skills.
14. How will determine the homes we like are priced correctly?
15. Tell me how local market forces are affecting home prices.
16. How much will your services cost?
17. What tools will you use to help us find a home?
18. Can you provide me with testimonials and references?