

# AHA Real Estate Agent Interview Guide

Choosing the right real estate agent can make or break your buying experience. Use this quick reference to ask the right questions and find someone who fits your needs.

## ? Questions to Ask Potential Agents

- 1. How long have you been working as an agent in this area?**  
(Experience and local knowledge are both important.)
- 2. How many first-time buyers do you work with each year?**  
(You want someone familiar with the process and common concerns.)
- 3. What's your communication style and response time?**  
(Do they text, call, email—and how quickly do they reply?)
- 4. Can you explain the homebuying process step-by-step?**  
(Their answer should help you feel more confident, not overwhelmed.)
- 5. Do you work independently or with a team?**  
(Know who you'll actually be dealing with throughout the process.)
- 6. How do you help buyers compete in a competitive market?**  
(Listen for strategies beyond just offering more money.)
- 7. What neighborhoods do you specialize in?**  
(You want an agent who knows the schools, taxes, and community feel.)
- 8. Do you have recommendations for lenders, inspectors, or contractors?**  
(A connected agent is a big plus.)

# AHA Real Estate Agent Interview Guide - Cont'd



## Notes & Impressions

**Agent Name:**

**First Impression:**

**Strengths:**

**Concerns:**

**Additional Notes:**

