



## Questions to ask when interviewing potential buyers agents:

*It is crucial that prior to engaging a buyers agent you need to be confident that they have the experience and credentials to help you make a better real estate purchase. This questionnaire will help you measure and compare the past performances of the buyers agents you are considering.*

How long have you been a buyer's agent?      How long in your current role?

Have you ever been a selling agent?              For how long?

*Note – those who have sold have a greater insight into the purchase process and also understand the types of property that will be easier to sell down the track.*

Who have you worked for before your current role?

What qualifications have you undertaken to be a buyers agent?  
*We advocate having a full real estate license, not the more limited BA license.*

Are you a member of REBAA (Real Estate Buyers Agents Association)?  
*REBAA has strict requirements and a code of conduct for their members.*

Do you have professional indemnity insurance?

What area/property type do you specialise in?

What property have you bought for clients in the past 3 months?

What process do you go through prior to recommending a property to a client?

How do you make a recommendation on price?

What other due diligence do you conduct?

What happens if my expectations are unreasonable?

Can I speak to some of your past clients (preferably with a similar brief to mine)?

What about some of your current clients?

What is your policy for handling competing or overlapping client briefs?

How will you add value to my property purchase?  
*Note – be wary of those who limit their answer to platitudes, especially if they focus heavily on "off market" properties and negotiating \$\$ of listed prices (it is difficult to measure whether those asking prices were realistic in the first place).*

Are there any industry professionals who will vouch for your credibility? (eg: lawyers, high volume real estate agents, property managers).