



BUYER AGENT INTERVIEW WORKSHEET

BY MARK MERLENE SR.

Interview up to three agents using the same questions. Record what you hear, review every proposed agreement, and choose the adviser whose experience, communication, and approach fit your goals.

1 YOUR BUYING PRIORITIES

Target areas

Property type

Comfortable price range

Ideal purchase timeline

2 QUESTIONS TO ASK EVERY AGENT

How long have you worked with buyers?

How familiar are you with the areas I am considering?

How do you communicate with clients, and how quickly do you respond?

Who handles showings if you are unavailable?

How do you help buyers evaluate pricing?

How do you approach multiple-offer situations?

What happens if I am unhappy with the relationship?

How is your compensation handled?

Can you explain the representation agreement?

What do you expect from me as a client?

SMART TIP

Ask each agent the same core questions. Consistent interviews make differences in service, judgment, and communication easier to see.



BUYER AGENT INTERVIEW WORKSHEET

BY MARK MERLENE SR.

3 COMPARE UP TO THREE AGENTS

COMPARISON	AGENT 1	AGENT 2	AGENT 3
Agent / brokerage			
Buyer experience			
Area familiarity			
Communication plan			
Showing coverage			
Pricing approach			
Multiple-offer approach			
Agreement length			
Termination terms			
Compensation explained			

4 INTERVIEW NOTES
