

Looking for the perfect home?

Before you start touring houses, it's crucial to have the right real estate agent by your side. Not all agents are created equal - and the one you choose can make all the difference. This free guide gives you 10 smart questions to ask any agent before you commit, so you can feel confident, protected, and fully informed every step of the way.

1. Can you walk me through your home-buying process?

Understanding their approach helps you know what to expect and how they guide clients.

2. How familiar are you with the area I'm interested in?

A local expert (like someone who knows Auburn and Opelika inside and out!) can provide valuable insights about neighborhoods, schools, traffic, and more.

3. What's your availability for showings and communication?

You want someone who is responsive and can work with your schedule.

4. What are the common pitfalls buyers face, and how do you help avoid them?

Look for someone who can proactively protect your interests.

5. Do you work independently or as part of a team?

Knowing who you'll be dealing with day-to-day is key - whether it's them or an assistant.

6. Can you provide references or testimonials from past clients?

A confident agent will have happy buyers who are willing to share their experiences.

7. How are you compensated, and are there any other fees I should expect?

It's important to understand how your agent gets paid and what other costs you might run into.

8. How do you determine if a home is priced fairly?

A great agent should be able to interpret market data and comps to help you make an informed offer.

9. What strategies do you use during negotiations?

Understanding their approach to negotiating can give you confidence they'll advocate for your best interest.

10. Can you recommend trusted lenders, inspectors, or other service providers?

An experienced agent should have a strong local network to help streamline the process.

And 1 Bonus Question to Ask

11. What makes you different from other agents?

This gives the agent a chance to highlight their unique value - and lets you see how they view their strengths.

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