

Common Interview Questions for a Real Estate Buyer's Agent

Questions	Peter Park 
Agent Background	
Tell me about your brokerage	I'm currently partnered with Kelly Right, a local brokerage with several offices throughout the Pacific Northwest. I have also worked under one of the biggest national franchises.
How long have you been in the business?	I have about 10 years of combined real estate experience as a broker, investor, and attorney.
Are you a Realtor®?	Yes. I am a member of National Realtor's Association, Oregon Realtor's Association, Portland Metro Association of Realtors.
What other qualifications do you have?	I am also a member of Oregon State Bar although I don't practice law at the moment.
Are you a homeowner?	Yes, I own a home in Portland and live in Portland.
Will you provide some references for past clients?	Yes. See our online reviews on Google. Those are testimonies & reviews from real clients.
Service	
Will you be available when I need you?	Yes. I will always respond to you within 10-20 minutes and help you with a sense of urgency 7 days a week.
How do you communicate during the buying process?	Email, text or phone calls depending on how detailed or urgent the communication is in a given situation. I do write detailed and informative email communications when necessary. When I email with other parties, I make sure to get vital information in writing, which you will be relying on throughout the process. That's for your protection.
Will you attend my inspection?	Yes.
Will you attend my closing?	Yes.
How do I sign documents?	I offer electronic email signatures via DocuSign. This is an efficient, quick, and environmentally friendly way to do business in today's time-sensitive market.
How will you help me find a home?	I will work with you to consider a list of homes online first and will dig up any information about particular homes from the MLS and by contacting seller's agent about anything you need to consider including its true value. I'll show you many different homes and neighborhoods in person and we'll walk through pros and cons of each property. Then I will discuss offer strategies with you before submitting an offer.

<p>Will you communicate with listing agents to see if there are any other offers?</p>	<p>Yes. Before I submit an offer, I always communicate with the seller's agent to see if they have received any offers or plan on receiving on soon. After you look at homes for a while, you will know if you see something that is a great deal and whether you need to move quickly. I will be in the forefront in identifying such deals, communicating and strategizing for your best chance.</p>
<p>What success have you had in negotiations?</p>	<p>I've had many successes in negotiation. Although every situation is different depending on the home, market, and parties' expectation, it's important to put clients first and be prepared to back out if things don't work out. Sadly, many buyer's agents will insist you continue with the deal even though you haven't achieved the best negotiation outcome. I've had deals where I successfully negotiated a huge drop in price, thousands of dollars in credit after inspection, and tens of thousands of dollars in price reduction after appraisals.</p>
<p>How involved are you throughout the escrow process?</p>	<p>I will be with you every step of the way throughout the process. I will be communicating and coordinating on your behalf with the other agent, escrow officer, lending officer, inspector, and appraiser. Even after closing, I will be happy to provide customer service if you have questions about appliances, furnace, garage keys, and etc.</p>
<p>Do you require a contract to sign with a buyer?</p>	<p>No. If the buyer is not happy with my service before an offer is accepted, the buyer can fire me at anytime. So far I haven't been fired.</p>
<p>What's your contact info?</p>	<p>Call or Text: (503) 686-0138. Email: peter@pdxlisted.com.</p>