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FIVE QUESTIONS

Before You Hire a Real Estate Broker

A clear interview for any seller, buyer, renter, owner, or referring professional.

01 Who else is economically standing behind the agent?

Ask about ownership, franchise relationships, team economics, lead-routing agreements, and every company that benefits if the transaction closes.

02 What revenue lines exist besides the commission, and who receives them?

Ask about mortgage, title, escrow, insurance, relocation, referral, data, and other revenue connected to the household or transaction.

03 What will I be asked to sign, and what does it mean in plain English?

Ask for the relationship, duties, compensation, exclusivity, term, termination, referral, and conflict provisions before you commit.

04 What happens when the best advice is to wait, renegotiate, reject, or walk away?

Ask how pricing, negotiation, inspection, and walk-away advice is documented - and how the broker is paid if you do not transact.

05 If I use an affiliated or preferred provider, what does the agent or firm receive?

Ask whether you may choose independently and whether the agent, brokerage, affiliate, or related company receives money or another benefit.

> A vague answer is still an answer. Ask for important disclosures and compensation terms in writing, and take the time you need to understand them.

Consumer education - not legal advice. Brokerage duties and disclosure rules vary by jurisdiction and engagement.