



# What to Ask a Prospective Real Estate Agent

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If you're a first-time home buyer in New York City, your most important partner in this process will be a real estate agent who not only advocates for you but also helps you target open houses in your price range, coaches you during the negotiation process, and, finally, lets you know what to expect from your co-op board interview once you've found the apartment of your dreams. Finding a smart, tenacious agent is important, but finding one whose personal and professional values align with yours is the real secret to success. Here are 10 conversation-starters for you and a prospective agent, questions that will help you make the right choice and, if there's chemistry, kick off a productive working relationship.

- What motivated you to pursue a career in real estate?
- How long have you been in the business?
- How many buyers are you currently working with?
- Do you work alone or are you part of a team?
- On average, how many apartments will you show a prospective buyer before they make an offer?
- What's your experience in the neighborhood I want to live in?
- Can you connect me with a past client?
- How do you like to keep in touch—email, text, or phone?
- How will you advocate for me if I run into any issues along the way?
- How would you describe your negotiating style?
- If I choose to work with my own lender, how will you coordinate with them?
- How much time will I have to review documents before I must sign them?

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Have questions of your own?  
Drop us a line at  
[buy@corcoran.com](mailto:buy@corcoran.com)  
to connect with an agent.

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