



FIND YOUR REAL ESTATE PROFESSIONAL: A CUSTOMIZABLE HOMEBUYER WORKSHEET



Finding a real estate professional who understands your objectives and is prepared to help you find a home that meets all your needs is key to building a positive relationship and achieving a successful homebuying experience. **This worksheet can help you navigate the process with confidence.**

NON-NEGOTIABLE

What are skills or characteristics that your real estate professional must have for you to be comfortable working with them?

- CONVERGENCE Certified for competency in diversity, equity, and inclusion housing issues
- Has experience working in _____ neighborhood
- Has experience working in _____ sales price range
- _____
- _____
- _____

STRONGLY PREFER

What are skills or characteristics that, in an ideal world, your real estate professional would have for you to feel the most supported in your homebuying journey?

- _____
- _____
- _____

QUESTIONS

When interviewing real estate professionals, here are sample questions that can help you vet candidates and secure an agent that meets your goals:

- Do you have a reference list that includes homebuyers of color?
- Are you full-time or part-time? If part-time, how do you work with my schedule?
- Will I work with you only, or a team from your office?
- Will you only represent my interests, or will you also represent the seller?
- How many homes have you sold in the last year?
- Do you focus on any particular neighborhoods or home types?
- Given the hot market, how do you find homes in my price range?
- What's the average difference between your first offer and the final sales price?
- What is your commission?
- Do you offer referrals or discounts for other services, like inspections or home warranties?

Add Your Question: _____

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REACTIONS

During your agent discussion, write your impressions and reactions below so you can recall them later. Consider whether you felt heard and respected during the meeting, whether that individual was helping you meet your goals, and if you feel informed about the next steps.
