

30 Questions You Should Ask Your Real Estate Agent

(+ MY ANSWERS AS YOUR AGENT)

BRENT WALL JR
THE COMPLETE REALTOR®





WELCOME

Most buyers don't know what to ask
and most agents hope they don't.

This guide fixes that.

These are the 30 most important questions you should
ask ANY real estate agent before trusting them with your
time, money, and future home.

And because transparency builds trust, I included my
exact answers so you can see how I work, how I
communicate, and how I protect your best interests from
Day 1.

Let's dive in.

Brent Wall Jr

Agent Experience & Professionalism

HOW LONG HAVE YOU BEEN IN REAL ESTATE?

My Answer:

Enough years to know the myths from the facts and enough transactions to guide you smoothly, confidently, and with strategy.

Experience matters, but consistency matters more, and I bring both.

ARE YOU A FULL-TIME AGENT?

My Answer:

Yes

this is my career, not a side hustle. My clients get full-time dedication, full-time communication, and full-time results

HOW MANY BUYERS DO YOU HELP EACH YEAR?

My Answer:

I work with a focused number of motivated buyers so every client gets elite attention, strategy, and communication .

NEVER RUSHED, NEVER IGNORED.



WHAT AREAS DO YOU SPECIALIZE IN?

My Answer:

I specialize in helping renters become homeowners and guiding first-time and move-up buyers throughout Berks County and surrounding markets.

WHAT IS YOUR APPROACH TO REPRESENTING BUYERS?

My Answer:

Simple: Strategy first. Education always. Pressure never. My job is to protect you, position you, and set you up to win — not push you into anything.

Communication & Availability

HOW QUICKLY DO YOU RESPOND TO CALLS, TEXTS, AND EMAILS?

My Answer:

Fast. I operate on real-time communication because the market moves fast. You'll never wonder where I am or what's happening.

HOW DO YOU KEEP CLIENTS UPDATED THROUGHOUT THE PROCESS?

My Answer:

Weekly touchpoints, real-time text updates, and clear expectations so you always know what's next.

ARE YOU AVAILABLE EVENINGS AND WEEKENDS?

My Answer:

Home shopping doesn't happen 9-5, so I don't operate 9-5. I'm available when buyers actually need support.

DO YOU HAVE A TEAM OR SUPPORT STAFF?

My Answer:

I partner with a strong network — lenders, inspectors, contractors — but you work directly with me at every step.

WHAT'S YOUR COMMUNICATION STYLE?

My Answer:

Direct, honest, and empowering. I make the complex simple so you can make confident decisions.



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Strategy, Negotiation & Market Knowledge

HOW DO YOU HELP BUYERS WIN IN COMPETITIVE MARKETS?

My Answer:

By giving you options — not pressure. This includes strategic offers, timing advantages, expert-level negotiation, and seller psychology.

HOW DO YOU DETERMINE A HOME'S VALUE?

My Answer:

With a full comparative market analysis (CMA), market trends, and neighborhood insights — not guesswork.

WHAT ARE THE BIGGEST MISTAKES FIRST-TIME BUYERS MAKE?

My Answer:

Rushing, overpaying, skipping steps, and not asking questions. I prevent all four.

HOW DO YOU STRUCTURE OFFERS TO PROTECT BUYERS?

My Answer:

By balancing competitiveness with protection — inspection strategies, appraisal terms, timeline control, and seller credits.

HOW DO YOU NEGOTIATE REPAIRS?

My Answer:

With facts, data, and leverage — not emotion. I focus on safety, structure, and big-ticket items first.

HOW DO YOU AVOID BUYERS OVERPAYING?

My Answer:

Truth, not hype. I show you real numbers and explain what matters long-term.

WHAT'S YOUR STRATEGY FOR FINDING OFF-MARKET OR COMING-SOON HOMES?

My Answer:

I leverage local relationships, KW networks, and targeted client searches so you see homes before the masses.

Lenders, Money & Closing

CAN YOU RECOMMEND TRUSTED LENDERS?

My Answer:

Yes

I only recommend lenders who communicate fast, educate you well, and deliver smooth approvals.

HOW DO YOU HELP WITH DOWN PAYMENT OPTIONS?

My Answer:

I break down FHA, VA, USDA, PHFA, local grants, and seller assist. Then I match you with the right lender for your financial goals.

WHAT SHOULD MY BUDGET REALISTICALLY BE?

My Answer:

I show you the total monthly cost, not just the price tag: taxes, insurance, HOA, utilities, and maintenance.

CAN YOU HELP ME ESTIMATE CLOSING COSTS?

My Answer:

Absolutely. Most buyers are shocked by closing costs because nobody explains them. I walk you through every penny.

WHAT INSPECTIONS DO YOU RECOMMEND?

My Answer:

Home, pest, radon, water/sewer, structural, roof, chimney — depending on the home. I never cut corners.

HOW LONG DOES THE BUYING PROCESS TAKE?

My Answer:

Typically 30–45 days from offer to closing. Faster with strong pre-approvals.

HOW DO YOU PREVENT SURPRISES AT CLOSING?

My Answer:

By preparing early, reviewing every document, communicating constantly, and double-checking everything.

The Relationship & Long-Term Support

WHAT HAPPENS AFTER CLOSING?

My Answer:

I stay connected. Contractors, home tips, updates, refinancing guidance, renovations — I'm your long-term resource.

WILL YOU HELP IF I WANT TO MOVE AGAIN LATER?

My Answer:

Absolutely — whether you sell, rent out the home, or move up. I build relationships, not transactions.

CAN YOU HELP ME BUILD LONG-TERM WEALTH THROUGH REAL ESTATE?

My Answer:

One thousand percent. My mission is to help families build generational stability and opportunity.

HOW DO YOU HANDLE TOUGH SITUATIONS OR PROBLEMS?

My Answer:

Calmly, strategically, and with solutions. My job is to shield you from stress and guide you through anything.

WHAT MAKES YOU DIFFERENT FROM OTHER AGENTS?

My Answer:

I educate. I advocate. I communicate. And I actually care about people

WHY SHOULD I CHOOSE YOU TO REPRESENT ME?

My Answer:

Because I make the process simple, smooth, and strategic and I'll fight for your best interests like they're my own.

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REALTOR®
Every move. Every
goal. Every step.

