Questions to Ask a Buyer's Agent

Crystal Tost | Tyler Tost · eXp Realty

Take these to any REALTOR® you interview. We have filled in our own answers so you can compare like for like — that is the point of the exercise. If another agent answers better, hire them.

99.3%	97.9%	21 days	29 days
OUR LIST-TO-SALE	CALGARY AVERAGE	OUR MEDIAN DOM	CALGARY MEDIAN

TRACK RECORD

1. How many buyers have you represented in my price range and areas?

OUR ANSWER

Across our last 14 buyer purchases we negotiated **$532,885 off the sellers' original asking prices** — an average of $38,063 per purchase, with 12 of 14 buying below the price the home first listed at. We measure from the original asking price rather than the final one, because the reductions a seller has already made are real money and the final list price hides them. We have helped Calgarians buy and sell more than 1,387 homes since 1997, across every quadrant and every price point. We work only in Calgary, so that experience is concentrated in one market rather than spread across several. Ask us about your specific price band and neighbourhood and we will show you the comparable sales we are working from.

2. How often do your buyers compete, and how often do they win?

OUR ANSWER

Over the last three years of competitive offers, our buyers have lost two. That is the number we track, because losing the house is the thing that actually costs you. We will tell you honestly before you write whether a property will draw competition and what it will realistically take to win — including when that number is more than we think the home is worth, which is the one time we will advise you to walk.

3. Can you show me recent sold comparables in the areas I am considering?

OUR ANSWER

Yes, on request, for any Calgary community. Sold data is what we price from — not asking prices. Our site carries live market statistics for all 212 Calgary communities and every address quadrant, and we will walk you through the specific comparables behind any offer we recommend.

4. Tell me about a purchase that went wrong and what you did about it.

OUR ANSWER

We will answer this properly in person, with specifics. Twenty-eight years in one market means deals that collapsed on financing, inspections that turned up serious structural problems, and condo documents that killed a purchase two days before conditions. The useful part is what we changed afterwards, and we are happy to talk through that.

PROCESS

5. Walk me through what happens once we decide to write an offer.

OUR ANSWER

We pull the sold comparables and agree a defensible number and a walk-away number before emotion enters. We structure conditions to protect you — financing, inspection, and on condos, document review — without making the offer needlessly weak. We confirm the seller's position and timeline where we can, then present and negotiate. You will know what we are doing and why at each step.

6. How do you arrive at an offer price?

OUR ANSWER

Recent sold comparables, adjusted for size, condition, age and location, checked against current competing inventory. We show you the arithmetic. If the number you want to offer and the number the data supports disagree, we will tell you — that conversation is the job.

7. How do you handle multiple-offer situations?

OUR ANSWER

We establish your ceiling before the deadline, in writing, so it is decided calmly. We look at which terms other than price can strengthen your position — deposit, possession date, condition periods — because those often win homes without costing you more. And we tell you when we think walking away is the right call.

8. What conditions do you normally recommend, and why?

OUR ANSWER

Financing and inspection as standard, plus condo document review on any apartment or townhouse. Waiving conditions to win a bidding war transfers real risk onto you. Sometimes it is the right trade — but only when you understand exactly what you are giving up, which is our job to explain rather than gloss over.

9. How do you find homes before they are widely marketed?

OUR ANSWER

Twenty-eight years in one city produces a large network of Calgary agents, and we hear about listings in preparation. We also monitor the feed continuously rather than waiting on portal alerts, so you hear from us the day something fits — not three days later.

WORKING WITH US

10. Will I work with you, or with a team member?

OUR ANSWER

Crystal Tost has sold Calgary real estate since 1997. Tyler Tost came to real estate from engineering and mortgage brokering. Heather Gardiner Doetzel and Kelly Fraser complete a four-person licensed team at eXp Realty. You will know from the outset who your primary contact is, and you get the whole team's experience behind your offer rather than one person's opinion.

11. How quickly do you respond?

OUR ANSWER

Same day, and quickly during an active negotiation. Tell us how you prefer to communicate — call, text or email — and we will use that.

12. Who covers for you when you are away?

OUR ANSWER

Another licensed member of the team who already knows your file. With four REALTORS®, you are never waiting on one person's calendar.

13. How many buyers are you working with right now?

OUR ANSWER

We will tell you honestly when you ask, because the real question underneath is whether we have capacity for you. If we did not, we would say so.

THE AGREEMENT

14. How are you paid on my purchase, and by whom?

OUR ANSWER

In most Alberta residential purchases the seller's brokerage compensates ours, and that amount is published when a home is listed — so our representation generally costs you nothing directly. Where a particular listing offers less, or on private sales and some new construction, we will tell you in writing before you view the property.

15. How long is the agreement, and how do I end it?

OUR ANSWER

We will walk you through the term, the area it covers and the exit terms before you sign, and we are comfortable starting with a shorter term if you would rather test the relationship first. We would rather earn the extension.

16. Would you ever represent both sides of my purchase?

OUR ANSWER

Alberta works on designated agency, so if another eXp agent happens to have the listing that is not a conflict — they act for their client, we act for you, and your representation is unaffected. The only real question is whether *we* would take both sides of the same deal. That requires your written consent and converts us to transaction brokerage, where we stop advising either party and simply facilitate. We will always tell you before that can arise, and you are free to say no.

17. Why should I choose your team?

OUR ANSWER

Longevity in one market, and pricing discipline. Over the last twelve months, homes we brokered sold at 99.3% of list price against a Calgary average of 97.9%, in a median of 21 days against the city's 29. We work only in Calgary, we have been through every cycle since 1997, and we will tell you when the data disagrees with what you were hoping to hear.

Performance figures are drawn from the Calgary MLS® feed for the 12 months to August 09, 2026 and cover listings brokered by our team; the Calgary comparison covers all 21,816 city sales in the same period. Lifetime transaction and award figures are as published on calgarylistings.com/about. Market data changes — ask us for current numbers any time.