

# REAL ESTATE AGENT KNOWLEDGE TEST

**13** Essential questions every agent should know about a neighborhood or be able to help you find the right answer



*Don't Sell a House...  
Sell a Neighborhood!*

**CNS**<sup>TM</sup>  
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# REAL ESTATE AGENT KNOWLEDGE TEST

## 13 Essential questions every agent should know about a neighborhood or be able to help you find the right answer

Did you know that real estate professionals must follow strict rules about Fair Housing laws concerning discrimination based on age, race, sex, marriage status, family status, etc.? It's true. For example, any real estate professional cannot answer questions about a neighborhood's percentage of families with children of a certain age, but that doesn't mean a buyer can't find that information for themselves. In fact, there are many sources for statistics on the demographics of a neighborhood.

A Certified Neighborhood Specialist (CNS) has the tools, resources and training to answer almost any question about a neighborhood. If not, then a Certified Neighborhood Specialist can point you in the right direction to uncover any specific information that you want to know.

Below are 13 questions to ask an agent before you sign any agreement. Keep in mind, if they don't know the answer then you might want to find a Certified Neighborhood Specialist who will.

1

### **AGE OF NEIGHBORHOOD?**

Knowing the age of a home can give clues to the construction, energy efficiency, electrical and heating and cooling systems. All areas of the home that could cause you hassle down the road.

2

### **WHAT WAS HERE BEFORE THE NEIGHBORHOOD WAS BUILT?**

Many homes today are built on top of reclaimed land or old industrial areas; these may have special concerns and issues, does your agent know what was here prior to the neighborhood?

3

### **WHAT ARE THE NUMBER OF HOMES IN THE NEIGHBORHOOD, THE DIFFERENT MODELS AND FLOOR PLANS?**

A certified Neighborhood specialist has knowledge of the standard models and floor plans so they can quickly identify any changes made from the original plans. If any of these changes were structural then a permit would need to be filed.

4

### **WHAT IS THE NAME OF THE BUILDER AND ARE THEY STILL IN BUSINESS?**

This speaks volumes to the builder's reputation if they are still building homes in the area.

5

### **IS THIS A MASTER PLANNED COMMUNITY? DOES THE AGENT KNOW THE PLAN? WAS THE COMMUNITY JUST STUCK TOGETHER OR IS THERE A PLAN FOR THE SURROUNDING AREA?**

6

### **AMOUNT OF OPEN SPACE IN THE NEIGHBORHOOD?**

Open space adds value to a neighborhood, but not all vacant land is zoned "open space", your certified neighborhood specialist will know what is scheduled to be built.

7

### **WHAT IS THE ZONING OF THE NEIGHBORHOOD AND THE ZONING OF ANY ADJACENT NON-DEVELOPED LAND?**

Discussing your plans for your property with your certified neighborhood specialist might prevent future problems if there are zoning conflicts. Your certified neighborhood specialist will know the zoning of the neighborhood and surrounding areas.

8

**CAN YOU PROVE TO ME THERE ARE NO HAZARDS IN THE AREA SUCH AS RADON, LEAD BASED PAINT, ASBESTOS OR ANY OTHER POTENTIAL LONG-TERM HAZARDS?**

A certified neighborhood specialist is equipped to research potential hazards in the neighborhood and can provide a Hazard report for you.

9

**WHAT IS THE SEWER TYPE AND ARE THERE ANY KNOWN ISSUES?**

A certified neighborhood specialist will have investigated the neighborhood and will know of potential problems that have occurred.

- a. Tree roots
- b. Overflow problems

10

**DO YOU KNOW THE SOIL TYPE AND IF THERE ARE ANY DRAINAGE ISSUES?**

A certified neighborhood specialist will have information about soil and drainage issues that might adversely affect the neighborhood.

11

**DOES THE HOA HAVE ANY SPECIAL ISSUES THAT I NEED TO KNOW ABOUT WITH MY CURRENT AND FUTURE PLANS?**

Certified neighborhood specialist understands the importance of the HOA and how the HOA can impact an owners use of a property. A certified neighborhood specialist has investigated the HOA and can provide information on:

- a. Maintenance Covered
- b. Dues
- c. Rights
- d. Restrictions

12

**WHAT ARE THE DEMOGRAPHICS OF THE NEIGHBORHOOD?**

A certified neighborhood specialist can pull information on specific demographics for a neighborhood, helping you make a better choice of the best neighborhood for you.

- a. Households with children
- b. Household Income

13

**DO YOU KNOW THE CRIME STATISTICS?**

A certified neighborhood specialist is equipped to locate crime statistics and direct you to the best information to determine if the neighborhood meets your needs.



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[www.CertifiedNeighborhoodSpecialist.com](http://www.CertifiedNeighborhoodSpecialist.com)