



Questions for your Agent

Choosing the right agent can save you valuable time and money. We feel that you should be fully informed about an agency's standards and work ethic. That's why we have provided this useful questionnaire to our prospective clients.

Are you full-time Real Estate Agents?

How many years have you been licensed?

How many homes have you sold in the past 6 months? In the past year?

How many listings do you currently have?

How many potential buyers do you talk with in a week? A month?

How many buyers are you currently working with?

In what ways will you encourage other Real Estate Agents to show and sell my home?

What can you tell me about the real estate market in this area?

What price do you recommend for my home, and what is it based on?

What is the "average days on the market" for your personal listings?

What is your "list to sales price ratio"?

How many of your listings have expired over the last 12 months? Why?

What kind of advertising/marketing do you do? May I see some samples?

How do you attract buyers from outside the local area?



Will you prepare an informative feature sheet for my property? May I see a sample?

Where and how will the feature sheets be distributed, and to whom?

Do you have a system to follow-up with other agents and brokers so that we get valuable feedback after every showing? May I see it please?

Do you have a system for improving the staging of my home? May I see it please?

Do you have a system for offer Presentation, offer evaluation, and negotiation of the offer? May I see it please?

Do you have a transaction checklist to ensure the transaction has the best chance of staying together? May I see it please?

Do you have a marketing plan designed to sell my property? How does it go beyond placing a sign in my yard, an ad in the paper, and notifying the Multiple Listing Service?

May I see a copy of the MLS listing sheet from your last listing?

How do I contact you? Do you have a contact sheet available? May I see it please?

How will we communicate? Do you guarantee that communication? May I see your guarantee please?

How do you use the internet to advertise my property? What is the web address of the websites you use?

What do I do if I am unhappy with your service? Do you have a satisfaction guarantee or a cancellation policy? Is it in writing? May I see a copy please?

Do you have references that I may call? Does the list include sellers who are currently listed with you?

Do you have trade references that I may call?
