

QUESTIONS TO ASK A REALTOR®

Whether you are a buyer or a seller, you might want to ask:

- How many years of real estate experience do you have?
- Can you explain in detail the process from contract to closing?
- What is the process you use to negotiate on my behalf?
- What is your average personal List/Sale Price Ratio?
- What is the average MLS® List/Sale Price Ratio?
- Do you offer a performance guarantee?
- Percentage of business from past clients, referrals & spheres?
- Do you have testimonials/references from past clients?
- Do you do a computerized CMA?
- Do you have a personal website? And if so, how many hits per day do you receive?
- Do you offer custom virtual tours in the MLS® & on your website?
- Do you have personal full-time staff to assist you?

If you are a Home Buyer, you might want to ask:

- Tell me in detail the type of information you can gather for me about a home listed for sale that may be of interest to me. (i.e., comparable sales, resales, disclosures, etc.)
- What type of assistance do you provide in finding a mortgage lender?
- Do you have any financial affiliations with mortgage lenders, and is that a conflict of interest?
- What role do you play in the mortgage lending, title and closing processes?
- How will you assist me in the inspection process?
- What are the on-going services you provide after closing?

If you are a Home Seller, you might want to ask:

- What responsibilities do I have as the seller?
- Can you offer me some ideas on what I need to do to get my home ready for sale? *(A good REALTOR® will have the experience to tell you what buyers like, and therefore what might need to be done to your home to have the best chance of selling for the most money possible.)*
- Describe how you will help me in properly presenting my home for sale.
- What is your role in pricing, showing and taking offers on my home?
- How did you arrive at the listing price that you are recommending? *With our current market conditions, pricing is more critical than ever before, because in today's market, buyer's have more choices than ever before. You want to make sure that your home is priced correctly right out of the gate. You can't afford to put your home on the market at the wrong price.*
- Tell me in detail how you plan to market my property.
- How long does this process usually take?
- How do you determine if buyers are qualified and will make it through closing?
- How frequently and in what way will you contact me with feedback on those who have expressed interest in or viewed my home?