

SELLING YOUR HOME? -QUESTIONS TO ASK-

DO ALL REALTORS SOUND THE SAME TO YOU?

SIMPLY PUT, WE AREN'T.

HERE ARE SOME IMPORTANT QUESTIONS TO ASK THE PERSON
YOU WILL TRUST TO SELL WHAT MAY BE YOUR
LARGEST INVESTMENT, YOUR HOME.

1. What is your marketing plan for my home?
2. Will you hire a professional home photographer for my listing photos?
3. How often will you give me updates during the time my home is listed? What market and marketing info will you provide with your updates?
4. What percentage of the commission I am paying will be offered to the buyer's Realtor? Is it split 50/50, or do you keep the majority?
5. If my home is vacant, or we are on vacation, what property management services do you offer? Is there a cost?
6. What happens if my home doesn't sell in the first month? Two months? Three months or more?
7. What is the average market time for homes in my price range in my area?
8. What is the absorption rate of homes in my price/area? What is the inventory?
9. How successful are you in negotiation? How will you put me in the best position to get the best price for my home in the least amount of time?
10. How easy will it be for me to reach you? Will I get you or one of your team members/employees?
11. Who will handle my transaction once we are under contract?