

10 Questions that Sellers should ask Realtors®

1. Could you send me some information about yourself?
2. How many homes have you listed and how many homes have you sold in the last six months?
3. What is your average length of time from 'just listed' to 'just sold'?
4. How long have you been in business and what professional organizations do you belong to?
5. Do you have an assistant or support staff?
6. How often will you hold open houses?
7. What listing price do you recommend and what is that price based on?
8. What does the listing agreement entail, what are the beginning and expiration dates, and what are the fee amounts I will be paying?
9. What disclosure laws apply to me and what do I need to be aware of?
10. What types of things separate you from your competition?