

Questions to Ask Before Selecting a Listing Agent

The following list of questions will help you select the right Realtor[®], and will also help you get the very best from the agent you choose.

How long have you been in residential real estate in our area? If they have not been in local real estate for several years, they have not been involved in the cyclical market that has defined our market to date. Along with this, ask how many transactions they average per year. One agent could have been in business 10 years and have only closed 30 transactions, while another agent could have been in business 5 years, yet closed 500 plus transactions. Experience is relative to the amount of business the agent does.

What is your procedure for assisting a seller from beginning to closing? Make sure that the agent has a precise explanation for you that explains exactly how they work and how they represent only you and your best interests, from listing your property to closing. Details are important.

In what ways will you encourage other Realtors to sell my home? Using all channels of contact are increasingly important.

Do you have references that I can check? Ask to see testimonials from previous clients.

What is my property worth? What listing price do you recommend? How did you arrive at that price? It is important to use a comprehensive method, utilizing among other factors, a Comparable Market Analysis (CMA). Anticipating appraised value is an important part of the equation.

How do you arrange to have my home shown securely? Most of the potential buyers coming through a home are unknown to the seller.

How do you promote properties to get regional, national or even international exposure? It is important that an agent have a detailed marketing plan.

I'd be happy to answer these or other questions for you. [Click here](#) and let us know how we can help!