

## SUGGESTED QUESTIONS TO ASK

### *Your Listing Agent*

1. Do you work as a full-time Realtor®?
2. How many potential buyers and sellers do you talk with in a week? A month? Of those you speak with, how many actually contact you as opposed to cold calling?
3. In what ways will you encourage other Realtors® to show and sell my home?
4. What can you tell me about the Real Estate market in this area?
5. What price do you recommend for my home, and what is it based on?
6. What are your average days on market?
7. What is your list to sales price ratio?
8. What kind of advertising do you do? May I see some samples?
9. How often will my home be advertised, and where?
10. How do you attract buyers from outside the local area?
11. Will you prepare an informative feature sheet for my property? May I see a sample?
12. Where and how will the feature sheets be distributed, and to whom?
13. Do you have a system to follow-up with other agents and brokers so that we get valuable feedback after every showing?
14. How often, and in what way will I be kept informed?
15. Are you associated with a national referral network that refers their buyers to you and gives you the opportunity to refer me to the top agent in the town or city I may be moving to?
16. Do you have a Team or Partnership to help with the details, or are you a one man/ woman wonder show & do it all yourself?
17. Do you have a way to market my home through the Internet or Virtual Tours?
18. Do you have a Specific Marketing Plan designed to sell my property quickly and for top dollar? How does it go beyond placing a sign in my yard, an ad in the paper, and notifying the Multiple Listing Service?
19. May I see a copy of your last listing as it appears to other Realtors on the MLS? (Called a “MLS Broker Full Listing”)
20. Do you have an 800# Hot-Line so that my home is marketed 24-hours a day, 7 days a week?
21. Do you have references that I may call?
22. What happens if I am not happy with your service? Do you have a 100% satisfaction guarantee policy? Can I cancel my listing if I am not satisfied or am I locked in?