

# Thinking About Buying or Selling a Home?

## The Right Agent Makes ALL the Difference.



Ask your potential agent the questions below to help decide if they are a good fit for your needs or if you should keep searching:

1. How long have you been working in residential real estate? \_\_\_\_\_
2. Is this your full-time job? \_\_\_\_\_
3. What real estate designations do you hold? \_\_\_\_\_
4. How many homes did you sell last year? \_\_\_\_\_
5. How many homes did you find for buyers last year? \_\_\_\_\_
6. How close were your initial price estimates to the final prices on the homes you helped buy/sell?  
\_\_\_\_\_
7. How many days did it take you to sell the average home? How did that compare to the overall market?  
\_\_\_\_\_
8. What marketing systems and approaches will you use to sell my home?  
\_\_\_\_\_
9. Will you represent me exclusively, or will you represent both the buyer and seller?  
\_\_\_\_\_
10. Can you recommend service providers who can help me obtain a mortgage, make home repairs, and help with other things I need done? Attorney? Title/Escrow company? Repairmen?  
\_\_\_\_\_
11. How will you keep me informed about the listings or sale of my home?  
\_\_\_\_\_
12. Can you provide references?  
\_\_\_\_\_
13. What is your commission? \_\_\_\_\_
14. What other costs can I expect? \_\_\_\_\_
15. What cosmetic changes/improvements do you recommend? Estimated costs? \_\_\_\_\_
16. How quickly do you return phone calls and emails? \_\_\_\_\_
17. How familiar are you with my neighborhood? \_\_\_\_\_
18. What is your business philosophy/personality? \_\_\_\_\_

Have questions about choosing the right agent? We can help!

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