

Critical Questions to Ask a Realtor® Before You List Your Home

1. How long have you been selling real estate full time?
2. How long have you been an active, full-time Realtor® in my neighborhood?
3. How many homes have you listed in the past year?
4. How many homes have you sold in the past year?
5. What is the average time one of your listings is on the market before it sells?
6. How does your average sale price compare to the asking price?
7. How many homes are you currently marketing?
8. What kind of properties do you specialize in? What price ranges do you work in?
9. Do you have a personal staff? How many are licensed and what are their jobs?
10. How many transactions did you fail to close last year?
11. How will you market my home? Do you have a website?
12. How many buyers are you currently working with who have signed a Buyer Agency Agreement with you?
13. How do you keep me informed? How often?
14. What is your commission? How do you reimburse the co-op agent?
15. Can you provide me with a list of references?
16. What professional organizations do you belong to?
17. Did you bring any marketing materials for me to review?
18. How many transactions did you do last year? The year before?