



QUESTIONS TO ASK A REAL ESTATE AGENT

Choosing a real estate agent is an important decision. Here are 15 questions you can ask a potential agent that may help you with the process.

1. Do you work as a full-time real estate agent?
2. How many years have you been licensed?
3. Do you have a working knowledge of Financing and Home loans to assist us in evaluating our potential buyer's loan capabilities?
4. How many potential buyers do you talk with in a day/week/month? With how many are you currently working?
5. What can you tell me about the real estate market in this area?
6. How many of your listings have expired or canceled over the last 12 months? Why?
7. Do you have a marketing plan designed to sell my property. May I see some samples?
8. How do you attract buyers from outside the local area?
9. Will you prepare an informative feature sheet for my property? May I see samples?
10. Do you have a system to follow-up with agents so we get valuable feedback after each showing?
11. How will you know if our property is being shown by other real estate agents?
12. Do you have a transaction checklist to ensure the transaction has the best chance of staying together?
13. Are you associated with a referral network that gives you the opportunity to refer me to the top agents in the town or state where I may be moving?
14. How do you use the internet to advertise my property?
15. Do you have seller references that I may call?