

Realtor Q&A – For Sellers

- How long have you been in the real estate business?
- Are you a member of the National Association of Realtors? Do you have any accreditations?
- Do you work full-time on residential real estate?
- How many homes did you sell last year as a sellers' agent? As a buyers' agent?
- What is your average-days-on-market for your sellers' listings?
- What is your average list-price to sales-price ratio?
- What is your experience in my area? Do you have an area you specialize in?
- What price range do you typically specialize in?
- Can you provide me with references and testimonials?
- How many sellers do you work with at one time? How many buyers?
- Of any homes you've listed that did not sell, what were the reasons?
- Will you have other listings in my area and price range?
- How will you market my home online? What other marketing will you do?
- Do you have a personal website on which my listing will appear? Do you have a blog?
- How quickly will you post photos of my home on my listing?
- How do you stay up on current trends? Do you take classes or frequently attend training?
- What is your communication style? How accessible are you? How often will we talk to you?
- Will you provide feedback after showings?
- What is the make up of your team? Do you have an assistant? Who will my potential buyers be talking to?
- How much time do you have to spend on our listing?
- Can we review all documents before we sign anything?
- Do you offer any sort of guarantee?
- What are your fees?
- How will you decide how to price my listing?
- Will you provide tips on how I can best prepare the property for listing?
- What are your negotiation techniques?
- How can you help me determine if an offer I get is a good one? Or if the buyer is trustworthy?
- Can you recommend other professionals you trust, such as inspectors, lenders, attorney if needed, etc.?
- If you recommend other professionals, do you receive compensation for any business I may do with them?
- What are possible hidden costs might I encounter?
- Am I obligated to use you to buy my new home? Are there advantages to using you as my buyers agent as well?
- Do you expect/allow us to look at homes on our own?
- What expectations do you have of me as the seller?
- What separates you from all the other Realtors?
- What questions did I not ask?