



9 Questions to Ask When Choosing a REALTOR®

Make sure you choose a REALTOR® who will provide top-notch service and meet your unique needs.

1. How long have you been in residential real estate sales? Is it your full-time job?
2. How many homes did your real estate brokerage sell last year? By asking this question, you'll get a good idea of how much experience the practitioner has.
3. How many days did it take you to sell the average home? How did that compare to the overall market?
4. How close to the initial asking prices of the homes you sold were the final sale prices?
5. What types of specific marketing systems and approaches will you use to sell my home?
6. Will you represent me exclusively, or will you represent both the buyer and the seller in the transaction?
7. Can you recommend service providers who can help me obtain a mortgage, make home repairs, and help with other things I need done?
8. What's your business philosophy? While there's no right answer to this question, the response will help you assess what's important to the agent and determine how closely the agent's goals and business emphasis mesh with your own.
9. How will you keep me informed about the progress of my transaction? How frequently?