

10 Important Questions

Please find below ten of the most important questions that should be considered when selling your home. If you are seeing a number of agents it might be an idea to use this as an agenda to your meeting. It may save you time, provide the meeting with structure and determine the most suitable agent for you. After all if you don't have the best representing you, you can't expect the best results.

1. What do you know about your agent?
2. Where do buyers come from? How will a person find your home?
3. How will your home be marketed? Why is that style of marketing best for your home?
4. What are the internet capabilities of your agency?
5. How will the right buyers be found and how will the highest price be achieved?
6. How can a magazine help the marketing of your home further?
7. Are you locked into all agents even if they aren't doing the right job?
8. What happens when a buyer looks through your home?
9. How long does it take to get a property on the market?
10. What are the next steps?



HELP CHRIS HELP YOU

In order from 1 -12 what is most important to you

- Marketing
- Fees
- Liking the agent
- Open houses
- Internet exposure
- Your agent's negotiating skills
- Price
- Agency size
- Feedback
- Photography
- Client Communication
- Agent's Service

When are you thinking of selling your home (please tick)

- | | | | |
|---------------------------------|----------------------------------|-----------------------------------|------------------------------------|
| <input type="checkbox"/> NOW | <input type="checkbox"/> 1 WEEK | <input type="checkbox"/> 3 MONTHS | <input type="checkbox"/> 12 MONTHS |
| <input type="checkbox"/> 3 DAYS | <input type="checkbox"/> 1 MONTH | <input type="checkbox"/> 6 MONTHS | <input type="checkbox"/> 1-2 YEARS |

Approximately what amount do you think your home is worth?

Have you been referred? If so, who by?