



Questions To Ask An Agent

1. How long have you been in residential real estate sales? Is it your full-time job? (While experience is no guarantee of skill, real estate, like many other professions, is mostly learned on the job.)
2. How many homes did you sell last year?
3. Can you recommend service providers who can assist me in obtaining a mortgage, making repairs on my home, legal services, and other things I need done?
4. If your selling my home, what type of marketing will you apply? Is the internet a large part of your marketing? If Yes, How?
5. How familiar are you with market statistics? (A good Realtor should be able to give you an in-depth analysis in the area that you are dealing with)
6. How will you keep me informed about the progress of my transaction? How frequently? (Again, this is not a question with a correct answer, but that one reflects your desires.)
7. Do you run a one-man show or do you work alongside a team with the proper assistants in place? (In most cases Realtors within a team structure will be able to focus solely on the client while the assistant(s) handle all the administration tasks.
8. What is your primary method of communication, phone, email, etc.?
9. Do you utilize technology in your business? If Yes, How?