

# Questions to Ask When Choosing a Real Estate Professional to Represent You with Your Sale

*Make sure you choose an agent who will provide top-notch service and meet your unique needs.*

Below is listed in no particular order of importance.

1. **How long have you been in residential real estate sales?**

While experience is no guarantee of skill, real estate — like many other professions — is mostly learned on the job.

2. **Is real estate your full-time job?** Ensuring your real estate agent is committed full-time is crucial, especially if you expect them to attend all showings. This commitment guarantees your home sale is a priority in their daily schedule.

3. **What designations do you hold?** Designations like GRI and CRS® signify advanced training in real estate beyond the basics, offering enhanced marketing skills and strategies for matching homes with buyers. Only a fraction of agents hold such credentials, highlighting their dedication to professional development and superior client service.



4. **How many homes did you and your real estate brokerage sell last year?**


5. **How many days did it take you to sell the average home?**

Your real estate agent should be knowledgeable about how quickly they sell homes compared to the market average. They should have access to local MLS data to provide accurate market comparisons, showcasing their efficiency in selling homes. This insight helps gauge their performance and market understanding.

6. **How many of those sales were seller agency vs dual agency representation?** By asking this question, you'll get a good idea of how much experience the practitioner has.

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7. **What was the ratio of Asking to Closing prices for home sales where you represented the seller?** This ratio indicates the agent's negotiation skills, though it's important to consider the impact of highly competitive market conditions.
8. **What type of specific marketing systems and approaches will you use to sell my home?** Inquiring about an agent's marketing strategy is crucial. Seek an agent with a proactive approach, utilizing both online platforms and print media to ensure your property stands out.
9. **What is their preferred communication method?** Ideally, your real estate agent should adapt to your preferred method, whether it's text, email, phone, or video chat, ensuring updates and discussions fit seamlessly into your lifestyle.
10. **Will you represent me exclusively, or do you have a buyer who is interested in purchasing my home?** It's crucial to know if your agent will represent only you or if they might also bring a buyer. Dual representation is legal, but clarity about the agent's duties to both parties is key. Your agent should thoroughly explain the agency relationship, the rights of each party, and how dual agency works. This ensures you're informed and can decide your comfort level with potential dual representation scenarios.
11. **Can you recommend service providers who can help me organize, clean, make repairs, and help with other things I need done to get my home show ready?** A proactive and experienced real estate agent should be able to easily recommend various service providers to prepare your home for sale, such as organizers, cleaners, repair services, and landscapers. They should offer multiple options and disclose any affiliations with these providers to ensure transparency and help you make informed choices for getting your home show-ready.
12. **What's your business philosophy?** While there's no right answer to this question, but the response will help you assess what's important to the

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agent and determine how closely the agent's goals and business emphasis mesh with your own.

13. **How will you keep me informed about the progress of my transaction once under contract?** How frequently? Again, this is not a question with a correct answer, but the answers should reflect your desires.
14. **Will you be attending all appointments with me and at my home, such as initial showings, inspections, final walk thru and for my signing appointment at closing?**
15. **Could you provide me the names and phone numbers of your three most recent clients?** Ask the references if they would work with this agent again. Find out whether they were pleased with the communication style, follow-up, and work ethic of the agent. Keep in mind that referrals given by the agent are most likely going to sing their praises. Otherwise, why would they have given you the names. Take the time to check online too, to verify what people are saying about their experience working with a particular agent that you are considering. Zillow, Facebook, Yelp and Google reviews are a wealth of help for this.

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