

# Questions Every Seller Should Ask Their Real Estate Agent?

1. How many homes have you sold in my neighborhood in the past year or two?
2. How many sellers are you representing now?
3. What is your advertising and marketing plan for my house?
4. At what price do you think my house will sell in the current market, and why?
5. Can you give me a written Comparative Market Analysis (CMA) and list of homes currently on the market?
6. What will be my closing costs?
7. Can you explain the closing process to me?
8. How will you communicate with me and how often?
9. How long must I list my house with you?
10. Is your real estate license in good standing?
11. How long have you been a Realtor and what has been your education?
12. What aspects of the transaction will you personally handle and which will you delegate?
13. Who are the people on your team?
14. Do you have a website and a blog?
15. Do you represent both sides of a transaction?
16. Are your fees negotiable?
17. Do you have service providers that you recommend and can manage on my behalf?
18. Do you have stagers or will you stage my home?
19. Can you provide me names and phone numbers of three past clients?
20. Why should I hire you?
21. What haven't I asked you that I need to know?