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It's time for a Q & A

It is essential to choose a Realtor who you can work with and trust. You need someone that you can communicate with. Someone that hears your needs and responds to them. Who you choose to work with can make all the difference in the success of your home sale.

These 20 questions are designed to help you make a solid choice when interviewing real estate agents. These questions are more about finding the right agent who you can work with than they are about selling your specific home. Give a score for each answer, then total up the scores at the end for comparison.

	Question	Answer	Score of 1-10
1	How long have you been a real estate agent? <i>Experience matters!</i>		
2	Are you a full-time real estate agent? <i>Part-time agents can get the job done but may not be available when needed</i>		
3	Are you a member of a team, or do you work individually? <i>Individuals handle their own sales; teams designate tasks to different team members</i>		
4	What is your typical availability during the day and week?		
5	When I call with questions, will I talk directly to you or someone else?		
6	If you work by yourself, what support do you have from your office? <i>Even the best agents sometimes need backup</i>		
7	Are you a member of the National Association of Realtors? <i>NAR members subscribe to a code of ethics. Only NAR members can call themselves Realtors</i>		
8	What is your Training and Background?		
9	How many homes have you sold this year? Last year? What is your home selling goal?		



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You are hiring a real estate agent to be your advocate in the sale of your home. You are entrusting them with one of your most significant assets. Choose wisely

10	How many current listings do you have? <i>There is no right answer but a dozen listings may indicate an agent who is stretched too thin</i>		
11	Have you sold homes in my area? <i>Local conditions affect local real estate. Realtors should know their market intimately</i>		
12	Do you work with both Buyers and Sellers? <i>Make sure your agent isn't spreading themselves too thin</i>		
13	Will you also represent the buyer in my home sale? <i>This is called dual agency. Every real estate agent must explain it to you and you have the right to opt out.</i>		
14	How often have you been a dual agent in a home sale?		
15	If I decide that I don't want dual agency, how will you handle inquiries from potential buyers?		
16	Do you have references that I can call?		
17	Can you tell me about a difficult home sale you had and how your skills helped keep the contract together?		
18	How will you market my home?		
19	Do you hire professional photographers? Do you assist with staging homes?		
20	How often will you communicate with me about the progress of my homes sale?		
		Add it up!	
		What's the total Score?	

Bonus questions that you narrow the field of prospective listing agents:

- How did you arrive at the listing price?
- What suggestions do you have to get my home ready for sale?
- Can you walk me through the selling process?
- How do you handle multiple offer situations?
- What closing costs are associated with selling my home?