



Important Questions When Interviewing REALTORS® to Sell Your Home

- What do you know about my area/neighborhood?
- Are you a full-time REALTOR®?
- How long have you been in real estate?
- How many seller clients do you serve in an average year?
- What is your average days on market?
- What is your average list price to sales price ratio?
- What special services do you provide sellers other agents typically do not?
- What areas do you primarily work?
- What's your strategy for negotiating deals?
- Do you attend the appraisal?
- Do you attend the final walk-through inspection?
- What professional designations have you earned?
- How are you involved in consumer advocacy? What legislative issues are you seeing that affect property owners like me?

