

# 10 QUESTIONS TO ASK A SELLER'S AGENT

Ready to sell your home? Here are 10 important questions to ask when selecting a real estate agent to list your home.

## 1. Are you a Realtor®?

Realtors®, those who are members of the National Association of Realtors®, bring experience, education and ethics to the table.

## 2. What services do you offer?

Most agents will have a long list of all they do for sellers to facilitate the transaction.

## 3. How well do you know the local market?

## 4. What will our listing contract include?

## 5. How will you determine a suggested price for my home?

## 6. How will you market my home?

Agents will use a variety of marketing methods to reach potential buyers.

## 7. How do I attract potential buyers?

Options may include offers of compensation and seller concessions.

## 8. What do I need to do to get my house ready for listing?

Your agent may suggest necessary repairs or upgrades.

## 9. How will you vet and evaluate potential buyers?

## 10. Do you have references?



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Source: National Association of Realtors®

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