

QUESTIONS TO ASK YOUR REALTOR® WHEN SELLING A PROPERTY

QUESTIONS: Are you a full-time real estate agent and how long have you been in the business?

Why Am I Asking This? Knowing whether or not your agent practices full time can help you determine potential scheduling conflicts and his or her commitment to your transaction. As with any profession, the number of years a person has been in the business does not necessarily reflect the level of service you can expect, but it is a good starting point for your discussion.

QUESTIONS: Are you part of a Team? If yes, can I expect to only deal with you? What is the best way to communicate with you? What happens when you are away?

Why Am I Asking This? You need to know who to contact and if you are covered if your agent is out of town or has an emergency. Find out the best method of communication for your agent, phone, text email and what is preferred if any.

QUESTIONS: Do you have a Website that will list my home?

Why Am I Asking This? A large number of today's buyer prefer to search online for homes because it's available 24 hours a day and can be done at home. So you want to make sure your home is listed online, either on the agent's Website or on their company's site. Many Brokers have partnerships with other website companies to also promote their listings.

QUESTIONS: How well do you know the Market and Area?

Why Am I Asking This? Marketing skills vary, and sometimes an agent's knowledge of the business, type of property and location can be a huge part in the success of a sale.

QUESTIONS: How will you get paid? Will it be in writing? Do I pay anything to you now?

Why Am I Asking This? In Maryland most commonly the seller is responsible for paying all agent commissions. Brokers will have other small fees, such as administrative or special service fees, that are charged to clients, regardless of whether they are buying or selling. You will know this up front. You should receive a copy of all documents you sign and the agent should review them with you so that you know what to expect and have the ability to ask questions. You do not pay anything for our services until settlement.

QUESTIONS: What factors are taken into consideration when determining pricing for our home?

Why Am I Asking This? Location and condition have a great affect on value. However price is the primary factor. Make sure you and your agent are on the same page when it comes to comparable homes used to determine pricing. You may even be able to view photos of your competition and homes that have recently sold in order to paint a more accurate picture.

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