



“10 Important Questions”

Please find below 10 of the most important questions that should be considered when selling your home. If you are seeing a number of agents it might be an idea to use this as an agenda for your meeting. It may save time, provide the meeting with structure, and determine the most suitable agent for you. After all, if you don't have the best representing you, you can't expect the best results.

1. What do you know about your agent?
2. Has your salesperson explained the 3 ways to price your home?
3. How long does it take to get a property on the market?
4. What are the internet capabilities of your agency?
5. How will your home be marketed? Why is that style of marketing best for your home?
6. Are you locked into all agents even if they are not doing the right job?
7. Where do buyers come from? How will a person find your home?
8. What happens when a buyer looks through your home?
9. How will the right buyers be found and how will the highest price be achieved?
10. What are the next steps?

