

HOW TO HIRE A REALTOR

22 QUESTIONS TO ASK YOUR
AGENT BEFORE YOU HIRE THEM

WHO YOU HIRE MATTERS MORE THAN EVER.

Buying and selling your home are likely 2 of the biggest financial decisions you'll ever make. On top of that the process can feel overwhelming and confusing. Having a trusted real estate who has done dozens if not hundreds of deals before ensures you have the best information in order to make the best decision for you.

Trust me when I say not all real estate agents are created equal and my goal is to help you be able to determine who is the best fit for you.

Not only do you need an agent that can effectively price and market your home, you also need an agent that can negotiate well and manage the transaction all the way to close.

These questions are meant to help you find the perfect agent for you.

ASK BEFORE YOU HIRE

- How long have you been a licensed realtor?
- How many homes have you sold in the past year?
- What is your average list-to-sale price ratio?
- How will you market my home to potential buyers?
- Can you provide references from past clients?
- What is your strategy for pricing my home?
- How do you handle multiple offers?
- Do you have a team or will you handle all aspects of the sale?
- How will you communicate with me during the selling process?
- What sets you apart from other realtors?
- How are you compensated?
- How is the buyer's agent compensated?

ASK BEFORE YOU HIRE

- How do you handle home staging and professional photography?
- What is your commission structure?
- How long do your listings typically stay on the market?
- Can you provide a detailed breakdown of the selling process?
- How do you handle negotiations with buyers?
- What is your cancellation policy if I'm not satisfied with your services?
- Do you have experience selling homes in my neighborhood?
- How do you handle open houses?
- What challenges do you foresee in selling my home and how will you address them?
- What are your social channels and how are you connected with a national audience?

NO MATTER WHERE YOU LIVE, I CAN HELP

Did you know I am part of a NATIONAL team of real estate agents?

From California to Florida and New York to Oregon, I'm connected with agents all over the country. We meet weekly to collaborate and share strategies. If you've noticed my business growth over the last couple of years, it is likely due to the massive amounts of collaboration happening inside my NATIONAL network of agents.

If you're looking to buy or sell, I'd love to connect you with an agent who can help you in your specific market.