

Questions To You Ask Yourself When Selling

Am I ready, willing and able to sell now?

What's important to me when selling?

Price, convenience, communication, security?

Do I have realistic expectations about the value of my home and what I need to do to prepare the house for sale?

Do I need help preparing the house for sale? Packing? Moving furniture? Etc. Who is available to help?

What kind of person do I want representing me as my agent?

How much do I need to net after the sale?

Questions To Ask When Considering A Realtor

Do you have experience selling houses like mine?

Are you full time or part time?

How many houses do you personally sell in a year?

How many active listings do you have in inventory?

What is your area of focus?

Tell me about your negotiating skills particularly low offers and home inspections?

Tell me about your communication skills?

Tell me how involved you will be throughout the process?

Can you show me your marketing plan?