



Questions To Ask

1. How long have you been in the business?

A freshly-licensed REALTOR® can do a wonderful job and will have up-to-date training, they will also be eager and have fewer time constraints; those in the business longer bring more practical experience to the table and may have a team of assistants, but they could be out of touch with new technology and training, or be too busy to give you personalized service.

2. What is your average list-to-sales-price ratio?

A listing REALTOR® should hold a track record for negotiating sales prices that are very close to list price. It doesn't hurt to also ask how many expired, cancelled and terminated listings they have had.

3. Will you provide references?

Ask if any of the references are related to the REALTOR®. Ask if you can call their references with additional questions. Written or video testimonials are a good alternative.

4. May I review documents that I will be asked to sign?

A good REALTOR® makes forms available to you before you are required to sign them. Ask how you will be able to receive, sign and send documents now that electronic signatures are legally binding.

5. Can you help me find other professionals?

Your REALTOR® may be able to provide a list of service providers who can help with things such as home inspection, staging, renovations, legal and financial advice. Get an explanation if you see the term "affiliated". It could mean the REALTOR® is getting compensation from vendors, if this is the case you may be required to sign a separate form allowing for the compensation.

6. What if I'm unhappy with the service?

If you sign a listing agreement with the REALTOR® and later find that you are unhappy with the arrangement, will the REALTOR® let you cancel the agreement?

7. What is the current list-to-sell ratio, number of days on market, number of sales this year and average sold price properties in my area?

They should have done their homework and come prepared with this information.