

# QUESTIONS TO ASK A REALTOR

## BEFORE YOU SIGN ANYTHING

- How many years have you been in the real estate business?
- Do you work full time as a Realtor?  
How long do you see yourself selling Real Estate?
- What is your educational background before your real estate career?
- Do you offer any guarantees? What are they?
- Do you have any reviews from previous clients I can see? Can I call some of your past clients?
- What percent of your business comes from referrals and endorsements from past customers and clients?
- What kind of experience and training do you have in negotiating?
- Do you have personal staff or assistants to see that no details are overlooked?
- Can I get out of the listing if I'm not pleased with your services? Without a hassle?
- Do my calls get returned in a timely manner? How?
- Do you have a WRITTEN Marketing Plan for marketing my property? Can I have a copy?
- Are you a member of the MLS? What is that? How will that help me?
- Does your company have a well-known logo that people would quickly recognize in order to bring more and quicker attention to my home?
- Is your company large or small? Does that make a difference to me? How?
- Where does your company rank among other companies in the area?
- Will my property be advertised on your company website in addition to your website?
- Do you stay in touch with me from the beginning of the listing until the closing? How often? In what way?
- Do you personally spend money on advertising? Does your company spend money on advertising? Where? How often?
- Have you ever had a grievance or complaint lodged against you with your local real estate board or your provincial real estate association?
- Do your 'For Sale' signs stand out and draw attention so that potential purchasers driving by will notice them and take down the phone number? How are they different?
- Do you do anything to prepare a house for the market? What?
- Do you prepare professional flyers detailing the amenities and highlights of the home to be given to prospective buyers who come into the house?
- Will you personally be there when contracts are presented to handle all the negotiations?
- Will you monitor the steps leading up to the closing date such as the loan application, title reports, inspection and lender commitments?