



# 5 QUESTIONS

## FOR YOUR AGENT INTERVIEWS

Finding the right REALTOR® to help you sell your home is the most important step of your listing process. Why the REALTOR® you ask? Because the REALTOR® is the one who is going to help you determine where to spend your energy making repairs, how much to invest back into the house, and who you'll work with to determine a competitive market price. Who you hire to help with all of that matters. Here are five questions to ask during your agent interviews.

01

### WHAT AREAS DO YOU TYPICALLY WORK IN?

An agent doesn't have to have worked in your area to sell your home. The answer, though, will enlighten you to how much homework they did before arriving. A good agent will come with some knowledge of the area or the sales.

02

### HOW DO YOU PREPARE MY HOME FOR LISTING?

This question helps determine what costs the agent covers (marketing, staging, etc.) and tells you a bit about what to expect leading up to the listing being active.

03

### HOW DO YOU DETERMINE THE SALES PRICE?

This gives you insight into the way the agent thinks and can tell you how familiar they are with running comparables. This also gives you a chance to present your expectations around pricing and your selling goals.

04

### HOW DO YOU COMMUNICATE INFO WITH ME?

It's important to know if your communication methods match. If you're a heavy texter but your agent prefers email you will likely have a tough time getting in touch regularly.

05

### WHAT IS YOUR ROLE AFTER WE ACCEPT AN OFFER?

You'll want an agent who is going to stay involved, even after the contract is signed. There are many steps left in the selling process before closing and knowing how your agent participates is going to let you know how smoothly this sale may (or may not) go.

*already know you want to*

# WORK TOGETHER

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## NEXT STEPS:

- Set Up Your Seller's Pre-Listing Coffee Call with Jess Deleo
- Set Up Your Pre-Listing Walkthrough with Jess Deleo

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SUNDAY

◊ HOMES ◊