

QUESTIONS TO ASK A REALTOR

(For Sellers)

- What level of real estate license do you hold? Have you attained your **Broker's** or **Associate-Broker's** license?
- What makes you specially qualified to help me determine the value of my home?
- What are your professional designations and memberships?
- What is your average marketing time?
- Are you prepared and trained to negotiate favorably on my behalf?
- Do you have a 100% satisfaction guarantee? Can we cancel the listing if we're not happy?
- Can you give me a list of your past clients and may I call them?
- Do you have a high profile website that can easily be found and navigated?
- Are you fully automated with your own personal computer, fax machine, copier, cell phone, voice mail, handheld computer, digital camera, and other items necessary to properly & promptly conduct business?
- How quickly do you return your calls and e-mails?
- What systems do you have in place that will keep you in constant contact with me during the listing and the transaction?
- Do you set up all showings and keep track of all buyers that go through the property?
- Do you have the courage to be totally honest and upfront at all times, even if it's not what we want to hear?
- Why are you personally motivated to sell my house?
- Why should I list with you rather than any other agent?

Robert is prepared to answer any of these questions along with any others you may have. Join the many families and singles that have experienced a real difference.



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