

<u>Good Questions to Ask Your Realtor</u>	<u>Kale Dunning</u>	<u>Other Agent</u>
How long have you been selling real estate? An agent that has not been in business for more than seven years has no experience in this kind of market.	<u>Since 2001</u>	_____
How many listings do you typically have? An agent that only has a few listings is most likely not experienced enough for negotiating in this market.	<u>10 to 20</u>	_____
How many homes do you sell each year? An agent that sells less than 20 homes per year is not typically in a financial position to make decisions based on your best interest instead of theirs.	<u>50+ per year</u>	_____
Where have your last 5 clients come from? You want an agent that does business primarily by referral. Other business models don't require such excellent service!	<u>All by referral</u>	_____
Are you familiar with my neighborhood? Your agent must be able to provide you with current statistics specifically regarding your location and property type. They should also have sold homes in your specific area.	<u>YES</u>	_____
What is your average market time for selling a home? Your agent should know their own statistics in relation to the average of the market, as it will tell you about their abilities.	<u>21 days</u>	_____
Can I cancel the listing if I need to? I provide every client with an "easy-exit" guarantee. If you ever change your mind about selling, I will cancel the listing with no obligations or cost to you.	<u>YES</u>	_____
Can you SHOW ME your marketing plan and materials? My detailed marketing plan has proven extremely successful over the past decade and is something I can show you in detail.	<u>YES</u>	_____
How often will you communicate with me? In this market, constant updating and feedback is crucial to getting your home sold quickly and for top dollar! We contact you every week with both market updates as well as review of the feedback from every showing.	<u>EVERY WEEK</u>	_____

Additional Questions for Interviewing Your Realtor

Kale Dunning

Other Agent

Did you provide a net sheet explaining all costs and fees?

A professional agent must be able to provide you with these figures and explain them all, as they are critical when making a decision to sell your property.

YES

Did you have testimonials from past clients?

The greatest way to determine an agent's abilities is to look at their results. I post the feedback from my clients right on my website for the world to see.

YES

Do you have a Buyer's Specialist?

I have hired a great agent whose job description is to convert buyers and show your home. This increases the response rate dramatically and will help sell your home faster!

YES

Do you have an Office Administrator?

I have hired an excellent admin who is available to handle paperwork and "behind the scenes" details. This keeps me available to provide excellent service to my clients.

YES

Do you have a local referral directory?

I belong to a proven referral network of like-minded professionals that can assist you with all aspects of selling and buying a home.

YES

Can you help us find an agent where we are moving to?

If you plan to move out of the area, I belong to a proven referral network of like-minded professionals that can assist you anywhere. Helping you with the ENTIRE move is my goal, not just simply selling your house and collecting a check.

YES

Is your real estate company local or nationwide?

I belong to one of the largest, most recognized names in real estate nationwide, at no additional cost to you. This expands your home's exposure by leveraging their additional marketing avenues.

Nationwide