

Questions a seller should ask a Real Estate Agent

1. How long have you been an agent?
2. What are your fiduciary duties to me as a seller?
3. How many homes do you help buyers purchase each year? How many homes, total, do you help close?
4. Do you work full-time or part-time as an agent?
5. Do you work with both buyers and sellers?
6. Do you ever represent a buyer and seller on the same transaction?
7. How many sellers are you currently representing?
8. What's the ratio of buyers to sellers that you represent?
9. What is your listings' average days on the market?
10. What is your list-to-price ratio?
11. Can I see your real estate license?
12. Do you have references I can call?
13. Have you sold homes in this neighborhood?
14. Have you sold homes in this price range?
15. How do you plan to market the home?
16. Will I be working with you individually, or with a team?
17. How does your commission work?
18. How do you help sellers compete in this market?
19. Can you explain the home selling process from start to finish?
 - How should I prepare the home?
 - How do showings work?
 - How do offers work?
 - What happens during a home inspection?
 - What happens after an offer is accepted, timelines, etc?
 - What happens during the closing process?
 - What is the timeline from start to finish?
 - And anything else you can think of.
20. What's the best way to contact you?
21. When is your best availability during the day and week, typically?
22. Can I see a CMA (comparative market analysis) for my house?
23. Do you see any major red flags with my house? What are your concerns?
24. What price will sell this house?
25. What do you believe will sell this house?
26. How can we best work together to sell this house?
27. What can I do to get this house ready for showings?
28. Do I need a professional stager for my house?
29. What should I already be packing?
30. What closing costs should I expect?
31. What happens if the home inspector finds a problem?

32. What happens if the house appraises under the offer price?
33. What are closing costs? How much will they be?
34. Are you familiar with 1031 Exchanges?