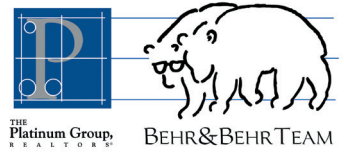


# INTERVIEWING YOUR REALTOR



## BUYER QUESTIONS

- What type of information you can gather for me about a home listed for sale that may be of interest to me?
- What type of assistance to do you provide in finding a mortgage lender?
- Do you have any financial affiliations with mortgage lenders? Is that a conflict of interest?
- What role do you play in the mortgage lending, title, and closing processes?
- How will you assist me in the inspection process?
- How can you assist me in dealing with a "for sale by owner?"
- What ongoing services do you provide after closing?

## SELLER QUESTIONS

- How do you plan to market my property?
- What responsibilities do I have as a seller?
- How long does this process usually take?
- How do you determine if buyers are qualified and will make it through closing?
- Describe how you will help me in properly presenting my home for sale.
- What is your role in pricing, showing, and taking offers on my home?
- How and when will I get feedback on my home's showings?

## BUYERS AND SELLERS

- Can you explain in detail the process from contract to closing?
- How you will represent my interests above yours throughout the process?
- What is the process you use to negotiate on my behalf?
- What is your real estate background and experience?
- Do you work in real estate full time?
- How accessible are you? How can I reach you?
- Are you a REALTOR®?
- What continuing education have you committed to and how will that education benefit me?
- Are you available for all aspects of the home-buying process? If not, will someone else be able to work in your place?



Know  
Your  
REALTOR!