

## Interview Real Estate Brokers

Choosing the right person to sell your home or property is one of the most important steps of selling. At a minimum, speak with several brokers from different agencies in your community. Ask prospective brokers a standard list of questions, in order to compare their answers. Compare what each broker or agent would do and compare any differences in marketing your property.

Choose a broker that you feel comfortable with. This broker or agent will help you make one of the biggest sales of your life, so find someone you think will do a good job!

Some helpful questions might be helpful to ask while speaking with prospective real estate brokers.

- How many years have you been engaged in the real estate business?
- How long have you been doing business in my area?
- How many properties did you sell in the past year?
- What's the market like at present?
- How long of a marketing period should I expect?
- What is your commission structure?
- If I were to work with you, how would you individually market my house?
- Will you organize meetings with potential buyers and their agents and will you coordinate them personally?
- Can you give me names and telephone numbers of other families that have used your services?

Other items of importance are which firm's ads or Websites are the most appealing?

- Which agent offers virtual tours or flash technology on their Websites?
- If you were looking for a property would you want to schedule an appointment to see the agent's listings?
- Is the agents website easy to navigate?
- Are multiple photos of homes available on the Web? Are they of good quality?
- Which agencies advertise in multiple publications?