



Selling Your Home:

QUESTIONS TO ASK WHEN INTERVIEWING A REAL ESTATE AGENT



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Once you've made a sizable dent in downsizing your possessions, you're ready to take the next step in selling your house: finding a real estate agent.

While you can look online and read reviews, the best way for finding a top-notch real estate agent is to ask friends, acquaintances and neighbors for referrals. A glowing reference from someone close to you is worth more than any online review. Narrow your list two or three real estate agents and set up an appointment with each – at your home – and listen to their presentation and ask questions.

Questions to Ask a Real Estate Agent:

- ☐ What houses in the neighborhood have you sold in the past year?
- ☐ How much are houses selling for in the neighborhood (i.e. comparables/comps)?
- ☐ Based on the comparables, how much should my house be listed for?
- ☐ How will you promote my home's availability (e.g. advertising, enhanced listings, photography, videography, open houses and showing other real estate agents)?
- ☐ What commissions and fees will you charge to sell the house?
- ☐ Is there anything about the house that needs to be addressed before it can be put on the market?
- ☐ Will I be dealing with you directly or with a team member?
- ☐ What is the best way to communicate with you?
- ☐ For how long is the real estate agent contract?

An experienced and professional real estate agent should be prepared and willing to answer all of these questions at the interview or be able to provide the answers quickly. Ultimately, you want to have a good feeling about the real estate agent you choose, feel confident in his/her abilities and trust he/she is working in your best interest to sell the house quickly and at a fair price.

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