

Sellers - 10 Questions to Ask A Realtor

1. How soon do you put my listing into the system?

Our by-laws of the listing system allows an office 7 days from the date of the signing to submit the listing so that all the agents have access to it, once the listing is entered, over 2,200 agents have access to it. The sooner it is entered the better it is for you.

We enter all our listings into the listing system within 24 hours of receiving the listing. While we might have a buyer that would be willing to pay full price for your property, another buyer working with another agent from a different office might have a buyer that is willing to go over the asking price.

It is in your best interest that your property be open to all buyers which (in today's market) can result in multiple offers. (Example: A home was listed recently in Franklin and all the agents in Williamson County were notified immediately of the listing and the seller netting \$5,000 over the asking price.) Wouldn't you like that to happen to you?

2. How many properties have you personally sold within the past year?

Knowing how many properties the agent has sold are good indications of how serious the agent is about his or her career. You want an agent that can prove they are a top producer. **We sell millions of dollars of real estate every year and helped over 50 families move in 2005.**

3. Are you a full-time agent?

Full-time agents who rely on real estate to earn a living will probably be more highly motivated to get your property sold! Remember that real estate is a profession that allows agents to remain active and licensed, whether they work a little or perhaps even not at all. **We have combined experience of over 20 years in the real estate industry.**

4. Do you have any advanced licenses or professional designations?

While designations alone do not guarantee results, industry statistics show that agents with advanced licenses and professional designations usually do more sales. Such investments in time and money normally indicate a strong commitment for their profession. We not only hold a "Broker's License" but also have several designations which are:

- GRI (Graduated Realtors Institute)
- CBR (Certified Buyers Representative)
- CRS (Certified Real Estate Specialist)

5. Do you charge a penalty if I decide to take my property off the market?

In our standard listing contract there is a paragraph that can be filled in at the agent's discretion to charge you a certain flat fee penalty if you decide to take your property off the market. It could cost you \$\$\$ if the agent or agency decides to charge you a fee for early withdrawal.

We do not charge a fee. The only time we get paid is when we sell your property. There is also a "Marketing Fee" that you can be charged to defray the cost of the agent or agency's advertising expense. We do not charge you for any up front expenses. The expense of advertising is including in our commission.

6. Do you offer any guarantees? What are they?

If you are not satisfied with my services just call us and if we do not correct the problem within 48 hours you will be released from the contract with no questions. **We believe in putting your best interests first and foremost.**

7. Do you use lockboxes and are you there for the showings?

We use combination lock boxes & the MLS boxes which permits agents access to a property contacting us first. Every one of our listings requires other Realtors to call our showing center first and obtain permission for showing your home. This allows us to track and obtain feedback on each and every showing. We are in complete control of all our listings and we am there for showings. We believe it is in **your best interests** to know who is in your property and that they are supervised.

8. What about feedback after a showing? When do I hear from you?

We believe it is important that you are kept up to date in a timely fashion as to who was through your property and what they thought of it. We usually call as we are leaving your home (on your answering machine) or we will call you directly if you request. If we are working with another agent it might take longer to get feedback.

9. Do you have a marketing plan and a list of references?

Not all agents are alike. Some agents just walk in and look around and tell you what they think your property will sell for. Other agents will have a written comparative market analysis showing you their opinion of value. At our first meeting you will have our complete marketing program, a list of references, and a full CMA.

10. Do you control your own advertising and marketing plan?

We operate our own business. We are not your traditional agent that has to report or answer to a broker owner in regards to the marketing and advertising of you home. We control all advertising and the marketing of your home.

Bottom line is you want an agent that is working for you and your best interests all the time. By asking an agent or agency the above questions you will be able to hire an agent or agency that is working in your best interests all the time.

