

Selecting the RIGHT agent for you.

Ask the real estate agent about:

1. Experience vs. Success

How many houses have you listed and sold in the last 12 months?

2. How many properties sold in NP last month,

what does that mean for the trend?

3. What are your average days on market compared to NP Industry average?

4. What makes you different from other agents?

5. I'd like to make contact with your last 6 sellers, how can I do that?

6. Ultimately, why you?

Interview the agent – Be a mystery shopper! Go to agents open homes, check does the agent have:

1. The right level of energy.

2. Buyer connection.

3. Knowledge of the property they are marketing.

4. Professional conduct in terms of language, dress and preparedness.

What your agent needs to know about you and your property:

1. What is most important to you when selling your property?

2. What expectations do you have of the agent?

3. What is your goal with selling your property?

4. What method of communication do you prefer?

5. What have you enjoyed about living here?

6. Are there any unique features of this home that attracted you to this property?

7. Are there any special features that you would like your agent to point out to buyers that may attract them to the property?