



QUESTIONS TO ASK WHEN HIRING A REALTOR® TO SELL YOUR HOME

1. How long have you been in the business and do you work in real estate full time?
2. What will you do to sell my home and do you have a written plan of action?
3. Will you give me regular feedback and are monthly market reports your policy?
4. Can you offer the buyer of my home the guaranteed lowest mortgage rates and what, if any other incentives to the buyer to purchase my home?
5. What separates you from your competition? Key phrases to listen for: good negotiator, assertive, available by phone or email, analytical, able to maintain a good sense of humour under trying circumstances and local market knowledge.
6. Do you have pre-qualified buyer's and are they under contract?
7. Do you have a full-time support team? How experienced are they? If you are unavailable, is there another agent that will look after my best interests?
8. Do you have an effective online strategy guaranteed to maximize exposure of my property? How many times can I expect my property to be viewed online?
9. Do you have access to a worldwide referral and relocation network?
10. Do you take any on-going training with your company and what additional education and training courses have you completed in the last 5 years? Are you a Seller Representative Specialist (SRS)?
11. Does your company have a rigorous standard of customer service and is each transaction monitored?
12. Is your license in good standing with the Association of Regina Realtors, the Association of Saskatchewan Realtors, the Saskatchewan Real Estate Commission, and the Canadian Real Estate Association? Have you ever sat as a director on any of these associations?

13. What haven't I asked you that I need to know? Pay close attention to how the REALTOR® answers this question, because there is always something that you need to know – always.

14. If I work with you to sell my home, can I expect ongoing service after the sale? Will you be there to help me down the road? How will you stay in touch with me? Can I feel comfortable referring my friends and family to you?