

Interviewing Realtors? Qualify them well!

The 14 most important questions to ask your Realtor:

1. How long have you been in the Real Estate business?
2. What type of guarantee's do you offer?
3. How many homes do you sell each year?
4. What area do you work in?
5. What do you feel your strong points are?
6. What areas do you feel you are most skilled in?
7. Can you do a complete cost estimate based on my price range?
8. Why should I choose you as my Realtor?
9. Can you supply any letters of recommendation from past clients?
10. What standard practices do you use to protect me as your client?
11. Who pays your fee and how much?
12. Do you know of any other Real Estate services that would benefit me? (Bankers, Inspectors, Lawyers, Movers Etc.)
13. BUYER - How are you going to find the right home for me, and what do you do differently from other Realtors?
14. SELLER - What marketing strategies do you have for my property? and How often will I be updated, and by whom?

If I may be of assistance to you in helping you Buy or Sell a home, don't hesitate to contact me at your convenience.

Terry Marion

Realtor

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