

## Questions to Ask When Interviewing Listing Agents

*Don't be shy – this is an important decision with significant financial implications.*

- In which neighborhoods/areas do you specialize?
  
- How many homes have you *listed & closed* in the past 12 months?  
(This question is different than how many homes have you sold – a buyer sale is *very different* than a listing but Realtors can claim to have sold the house when they brought the buyer. Also, any agent can list a home, but they don't all close!)
  
- What are your closed listing statistics? Average days on market (DOM) and average % sold price to original list price?
  
- Besides putting a sign in the yard and posting the listing online, *what else* do you do to get the home sold?
  
- Do you guarantee your services?
  
- Do you have references of past *listing clients*?



Courtesy of Kristen Mason Coreas & the Homes By Mason Team

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*There is a Difference in Realtors, and it Matters!*