



## *Questions* TO ASK A POTENTIAL REAL ESTATE AGENT PT.3

We know finding the right agent can be challenging, but finding the right person to work with is essential for your success in selling your home. Take this checklist to meetings with your agent or your realtor and don't settle until all of their answers are to your satisfaction! At DREAM, we expect these questions and are happy to provide whatever you need to feel comfortable.

### 19. WHAT DO YOU BELIEVE WILL SELL THIS HOME?

Jones believes this is the second most important question to ask a realtor. Ditto to question 18. When it's a trusted realtor, this should be easy advice to follow, even if it may be hard to hear—i.e. a remodel, removing all family photos, a new roof, painting over a beloved mural, etc.

### 20. HOW CAN WE BEST WORK TOGETHER TO SELL THIS HOUSE?

The agent-seller relationship is a partnership. Ask what you can do to help.

### 21. WHAT CAN I DO TO GET THIS HOUSE READY FOR SHOWINGS?

Selling a home can sometimes be a full-time job for sellers, too, to keep a house spic and span for home showings, Fleishman says.

"I remind sellers they have to get up early, they have to make their beds and put the dishes in the dishwasher," Fleishman says. "If they want to get top dollar for their house, they have to be in top condition."

### 22. DO I NEED PROFESSIONAL STAGERS FOR MY HOME?

A realtor will come up with a plan for showings about how the house should look. That might include professional stagers—which a good agent will provide for free, Overbeck reminds sellers.

### 23. WHAT SHOULD I ALREADY BE PACKING UP?

Preparing for a listing and then showing the home will almost always include the sellers removing personal property from the home, whether a professional stager is involved or not.

Ask what the realtor believes should go—the clutter of children's toys, the wall full of family photographs, the bed from a room that will be staged as an office—and get a head start on packing for the move.

### 24. WHAT ARE THE CLOSING COSTS?

Be prepared for the upfront costs sellers may need when closing on a home offer. The total costs will depend on the buyer's offer, but an agent should be able to estimate the money sellers need on hand. They can include attorney fees, title fees, broker commission, appraisal fees, and more.