

## How to Choose the Right Realtor – Interview Checklist

 Use this list when interviewing a Realtor to find the best fit for you!

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### General Questions

- How long have you been in real estate?
- Are you a full-time or part-time agent?
- How many homes have you sold in the last year?
- Do you specialize in working with buyers, sellers, or both?

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### Market Knowledge & Experience

- What's the current market like for buyers/sellers?
- How do you determine the right price for a home?

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### For Sellers: Marketing & Selling Strategy

- How will you market my home? (Professional photos, video, social media, open houses?)
- Do you have a network of buyers and other agents?
- What's your average time on market for listings?
- How do you handle negotiations?

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### For Buyers: Home Search & Negotiation

- What strategies do you use to make competitive offers?
- Do you have a team of mortgage brokers, inspectors, and lawyers you recommend?

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## Communication & Availability

- How often will we communicate, and what's your preferred method?
- Do you work with a team, or will I be dealing with you directly?
- What's your availability for showings or listing appointments?

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## Commission & Contract Terms

- What are your commission fees, and are they negotiable?
- Do you require an exclusive contract?
- What happens if I want to cancel our agreement?

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## Tom Scully, Real Estate Agent

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 **Serving Windsor & Essex County, including:** Windsor, LaSalle, Amherstburg, Tecumseh, Lakeshore, Essex, Kingsville, and Leamington.

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 **Download & print this checklist before meeting your potential Realtor!**



Thomas Scully  
Real Estate Agent

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