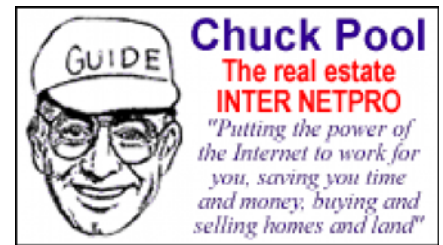


Courtesy of
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12 Questions to ask a Realtor

- What is your guarantee?
- Do you personally answer all phone calls on the property?
- Can we cancel the listing if we're not happy?
- Do you have a personal assistant?
- If you don't call me back within 24 hours will you take \$50 off the escrow?
- May I see your personal Internet web site(s)? Do you have a strong web presence? Will my home be shown on your website(s)?
- What systems do you have in place that will keep you in constant contact with me during the listing and the transaction?
- Are you fully automated with your own personal computer, FAX machine, copier, pager, voice mail, etc.?
- I want to give my home the advantage of the latest marketing strategies. How much time & money do you invest each year in professional training and marketing?
- Can you give me a list of your clients who have closed escrows and can I call them?
- Why are you personally motivated to sell my house?
- Why should I list with you rather than any other agent who is calling?